

# TLMI ILLUMINATOR



MARCH/APRIL 2007

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



## THE SUPPLY CHAIN

GOOD THINGS CAN HAPPEN WHEN YOU WORK TOGETHER  
FEBRUARY 2007. THE TLMI CONVERTER MEETING. NAPLES, FL.

### **And the winner is....**

*TLMI Eugene Singer Award recipients honored at the recent converter meeting in Naples, FL, page 3.*

### **Label Summit Latin America:**

*News about the upcoming show in Sao Paulo that will be held this coming May, page 5.*

### **Supplier of the Year:**

*Make your case for a supplier to our industry who deserves the recognition of their TLMI peers, page 4.*

Dear Fellow Members:

I'd like to open this Chairman's Report by congratulating this year's TLMI Eugene Singer Award



and World Label Association winners. These companies were acknowledged at the recent converter meeting in Naples, Florida and on behalf of TLMI I would like to extend congratulations upon their impressive achievements.

Secondly, I would like to thank Dave McDowell of McDowell Label for the chairmanship of what was a highly successful converter meeting. Attendee feedback has been outstanding and Dave's efforts need to be applauded – well done.

Please note that Jerry Haney's keynote presentation from the meeting, *Making Culture Pay*, will soon be able to be viewed in its entirety on TLMI's website. Headquarters is working on uploading the presentation, and you'll soon be able to view it under the site's new Members Only section.

By now most of you have heard from TLMI Headquarters about the Products and Services Guide that *packagePRINTING* will publish in the July issue of their magazine. This comprehensive guide will also be published in full detail on TLMI's website, enabling visitors to the site to search for companies by the types of products and services they offer. This will be a huge benefit for both converter and supplier members, as the ability to fine tune search parameters will make it easier to connect interested parties with manufacturers who offer the products they're seeking.

TLMI has undertaken a constant improvement initiative with the website, and I urge members to

## The Chairman's Report

keep watching [www.TLMI.com](http://www.TLMI.com) for improvements. The complete membership directory will soon be available under the Member's Only section.

In Naples, Technical Committee chair, Art Yerecic, brought us up to date on this year's TLMI Technical Conference *Tech 007: For Your Eyes Only* held this September in Chicago. Although I thought it would be difficult to surpass the success of the TLMI Technical Conference in 2005, the upcoming conference looks like it will be the best yet.

We urge you to bring as many people from your companies as possible to *Tech 007: For Your Eyes Only*. Special group discounts will be available and session title topics will address multiple facets of the production

chain and recent industry developments which we all need to pay close attention to in order to effectively grow and profit in today's business climate.

Lastly, it may still be half a year away, but if you're considering attending TLMI's Annual Meeting in Hawaii in October, I've been informed that room bookings are already at 75 percent capacity. We're expecting a full house at this meeting, so please don't forget to book your room now.

This issue of the Illuminator will highlight more new TLMI member initiatives. Please keep watching TLMI website for more information about these initiatives, the upcoming Technical Conference and new developments that continue to serve our members.

**John Hickey**  
**TLMI Chairman**  
**CEO, Smyth Companies, Inc.**  
*April 2007*

### Officers

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

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

*Vice Chairman*  
**Art Yerecic**  
 President  
 Yerecic Label

*Past Chairman*  
**Scott Pillsbury**  
 President  
 Rose City Label

### Directors

*Cheryl Caudill*  
 (2005-2008)  
 Graphics Market Manager  
 Multi-Plastics, Inc.

*Julie Chavez*  
 (2004-2007)  
 Vice President  
 Stixon Label

*Thomas Dahbura*  
 (2006-2009)  
 Vice President  
 Hub Labels, Inc.

*Jeff Dunphy*  
 (2004-2007)  
 President/CEO  
 Design Label

*Michael Falco*  
 (2006-2009)  
 President  
 Topflight Corp.

*Pat Hague*  
 (2004-2007)  
 Vice President  
 Water Ink Technologies

*Mike Martin*  
 (2006-2008)  
 President  
 LGInternational

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

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

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

*Elisha Tropper*  
 (2004-2007)

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

*Tony Macleod*  
 Legal Counsel

# Singer Award Winners Honored

*“To achieve great things, two things are needed; a plan, and not quite enough time.” - Leonard Bernstein*

## Converter meeting 2007

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

New Mexico-based Stixon Labels won in their category for the third consecutive year, and company vice president, Julie Chavez, had the following to say upon being notified that Stixon was once again the small company category award recipient. “Thank you, TLMI, for honoring us with this award. We are extremely proud to receive the Eugene Singer Award in our category for the third year in a row. We would like to dedicate this award to all of our hard-working and dedicated employees because, as we all know, it takes both good management and great people for a company to be successful. Over the past 16 years, we have had very little employee turnover. One of our pressmen, Mike Lopez, has been working with our family for 28 years. He began printing at our father's company, National Distributors,

at the age of 17 and has been with Stixon since the day we opened our doors in 1991. Three other employees also worked at National Distributors and have been with Stixon for many years. All of our employees are valuable to us and we congratulate them for their quality work.”

2004, and these are still going on now. They are, our ISO certification, and our push to encourage a lean culture through constant lean implementation. As these initiatives have taken hold, the results are obvious. Most importantly, as we heard during the “Making Culture Pay” session at



*2007 Singer Award winners: Luminer Converting, Consolidated Label, Belmark, and Stixon Labels*

Winning the Singer award for their category is a special honor for New Jersey-based Luminer Converting Group, as this is the company's first Eugene Singer Award. Tom Spina, Luminer's President, had the following to say about being awarded with one of TLMI's highest honors. “I was very excited when Frank called to give me the news, especially since this was our first year of eligibility. I was even more excited to announce the news of this award to all the employees in both of our plants. We took on a number of very important initiatives starting in

the converter meeting in Naples, the employees must accept these initiatives and make them their own. They are the ones responsible for our success. Their ability to continually improve, and build a successful culture here at Luminer, is what makes a successful company. My partner John Borrelli, and I are very thankful for their willingness to grab hold of these ideas and run with them. We have a long way to go, but isn't that the fun of it all?”

This year marks Consolidated Label's fifth consecutive time winning the Singer award and the

company's third time winning in the medium company category. TLMI extends congratulations to Joel Carmany and to the whole Consolidated Label family.

And last, but certainly not least, a familiar name and well-deserved applause rang out at the Awards Dinner in Naples for the large company category as Belmark accepted the Eugene Singer Award for the ninth time. Company CEO Bruce Bell had the following to say about receiving the honor. "I felt many emotions when Frank Sablone called to announce Belmark had won the 2006 Eugene Singer Award in the Large Company Category. I was happy for our employees; pleased with the forward progress we are making within our company; thankful for the support we have received from our customers; and, appreciative for the help we get from our vendors! A real team effort. We appreciate the benefits of TLMI, enjoy the special relationships we have within the organization and thank God for being able to win this most prestigious award."

The TLMI Management Ratio Study continues to be one of the greatest benefits converter members receive. TLMI President, Frank Sablone, comments, "TLMI would like to congratulate this year's Eugene Singer Award Winners. As an industry association our central mission is to constantly deliver value back to our members; and the TLMI Management Ratio Study has proven to be a benchmarking vehicle that does just that. Participation in the Ratio Study was higher this past year than it has ever been, and it's an honor to be able to continue to provide this service to our converter members."

## TLMI Member Initiative Report

**Global Benchmarking Study:** TLMI has recently announced that converter members John Hickey of Smyth Companies, Craig Moreland of Coast Label, Bob Zaccone of GSI Technologies, and association President Frank Sablone are currently working with AWA Alexander Watson Associates in putting together a Global Benchmarking Study that will report cost ratio comparisons for the major global regions. TLMI's goal is to have this report out to members this fall, and will enable our members to compare their own production costs against those of other regions across the globe. The report will be available at no cost to TLMI members, however please note that only those converters who participate in the Global Benchmarking Study will receive a copy of the final analysis.

**Wage and Labor Report:** Converter members will soon be asked to participate in TLMI's wage and labor report. This report is free to TLMI members, however in order to receive a copy you must participate. All participants will receive an individual company report that will enable them to compare their own wage and labor data against those of their specific region, in addition to the North American industry as a whole. Members will be sent their forms by Industry Insights to fill out in the coming weeks, and the deadline to get the reports filled out and back to Industry Insights is the middle of May.

## Supplier of the Year Award

### PURPOSE AND OBJECTIVE

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

### CRITERIA

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

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

### NOMINATING PROCESS AND SELECTION

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

Please visit the TLMI website for a nomination form.

## Welcome to Brazil: Label Summit Latin America

Label Summit Latin America, taking place on 15-16 May 2007 at the WTC Hotel, Sao Paulo, will celebrate its second anniversary as a high-level conference being held in Brazil. This year's conference program features over 20 seminar sessions designed to help local and regional label printers learn about the commercial opportunities available to them in this increasingly globalized industry.

Specialists from leading global organizations such as Avery Dennison, Nilpeter, Mark Andy, UPM Raflactac, Stanford Products and Gidue will all be demonstrating the trends shaping the future direction of the label industry at both regional and global level.

Hot topics over the two day conference program include: regional label industry trends; anti-counterfeiting processes; brand security and authenticity; opportunities in the beverage and wine industry; lean manufacturing; digital printing and supplier relationships, to name a few.

On the first day of the conference, Christian Simcic, Group Vice President of Roll Materials at Avery Dennison will give the keynote address with an overview of the key developments in the Latin American economy and an analysis of the main challenges and opportunities in this growing industry. The first day will also feature the results of a survey of Latin American converters revealing the latest growth areas and the changing material trends in the market. At the end of the first day, an in-depth case study will be presented by Jeffrey Arippol, Managing Director of Novelprint, who will show delegates how to meet the ever-changing requirements of a global brand entering new markets and how 100 million labels were produced in under a month for a launch program.

A number of panel sessions will take place over the two-days including: the best strategies for adapting smart labels and RFID technologies; how to form regional and global alliances; and how to select the printing process that will maximize efficiency and performance.

Case studies will also be a key component of the conference, with practical examples from the food and drinks industries being discussed.

A tabletop exhibition will be running alongside the conference with local and international suppliers showcase their latest product news, including: Avery Dennison, Mark Andy, Nilpeter, Gallus, UPM Raflatac, GEW, Green Bay Packaging, Hewlett Packard, AVT, Xsys Print Solutions, Rotoflex and Degussa, to name a few. Label Summit Latin America will also feature the launch of a Spanish version of the 'Encyclopedia of Labels and Label Technology'.

Label Summit Latin America 2007 is supported by two local industry associations, ABIEA and ASIMPRES. Davidson Guilherme Tomé, President of ABIEA, commented: "In 2005, Label Summit Latin America provided an unprecedented opportunity for label converters to learn the latest technical and market information, along with the opportunity to network with key suppliers. In a market like Brazil, where the industry has a massive potential but lacks industry knowledge, the Label Summit is exactly what converters need to bridge this gap. We are delighted to support the Summit again this year, and look forward to seeing many converters at the event in May."

Roger Pellow, Labelexpo Managing Director, said: "We're very excited to be back in Sao Paulo for the second time. The label industry in this region is growing very rapidly. We're pleased to provide a forum where the industry can get together to hear in-depth insights and advice about the key developments happening locally and internationally. Those attending the conference and exhibition will take away many learnings that will help the productivity, efficiency and profitability of their business. The summit is also a great opportunity for people to network with their peers and identify potential international alliances."

The 8th Annual TLMI Golf Challenge will take place on Monday

### Ready for a golf challenge?

July 16th at Lake Barrington Shores Golf Club. Lunch is at 11:30. Shotgun start at 1:00, followed by a reception at 5:30

This event has raised almost \$100,000 in scholarships for TLMI since inception and is sponsored by: Labelexpo, Labels & Labeling, RES, Donald E Stephens Convention Center, Rosemont.

For more information about the golf challenge, please contact:

Lori Jeché at [ljeche@tarsus-inc.com](mailto:ljeche@tarsus-inc.com) or 262-754-6917

### D & B Reports Membership benefit: Reduced rates

Obtain either a Commercial Credit Scoring Report at reduced rates which predicts the likelihood that a company will become severely delinquent in its payments (90+ days past due) over the next 12 months or a Business Information Report which includes a company's background, history, executive summary and operations details, analysis of company payments by the creditors' line of business, public record filings, D & B rating, Paydex score, and payment status by trade credit experiences.

This is a TLMI Member Benefit. Cost is \$55.00 for the Commercial Credit Scoring Report and \$75.00 for the Business Information Report. Please go to [www.tlmi.com](http://www.tlmi.com) and look under "Membership" for further details.

## TLMI Management Ratio Study Delivers Value to Converter Members

Business management gurus have long extolled the values of benchmarking. The ability to be able to periodically compare the profitability and cash flow performance of one's company against those of the mainstream can facilitate goal-setting and strategic planning processes.

For decades TLMI has offered its converter members a key benchmarking tool: the TLMI Management Ratio Study. The Ratio Study is a key tool TLMI provides to its converter members at no cost. Columbus, OH-based research firm, Industry Insights, is responsible for the gathering of all data from participating converters, and the compilation of the individual reports each converting participant receives. The Ratio Study report illustrates a company's performance against industry, and peer group, averages. TLMI understands that one of the most critical aspects of the TLMI Management Ratio Study is the absolute confidentiality brought to data handling and compilation. TLMI president Frank Sablone explains, "Something that converters need to understand is the level of confidentiality surrounding the Ratio Study. Participants send their data directly to Industry Insights, and all data compilation is done by executives there. Absolutely no one outside Industry Insights has access to this data. Our members know TLMI takes this confidentiality very seriously, and it's one of the reasons we've had such high participation rates in this invaluable report."

According to Industry Insights, one of the most important things about the TLMI Management Ratio Study

is its consistency. In the reports compiled for participating companies, annual ratio averages and medians are given for the prior five to six years in order to effectively track the industry's performance as a whole, in addition to the results for each sales range category. (Ranges include annual company sales of under \$6 million; \$6-\$14.9 million; \$15-\$35 million and over \$35 million.) This past year the total net sales of companies participating in the TLMI Management Ratio Study was \$2.03 billion – representing an estimated 45% of the North American label-converting industry.

**Watch TLMI's website for a podcast that will feature three converter members discussing ways their companies benefit from membership, including the TLMI Management Ratio Study. For more information about participating in the Ratio Study, please contact TLMI Headquarters.**

### 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@tmi.com](mailto:editor@tmi.com)

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

# industry NEWS

### New press for Andrews Decal

Andrews Decal Company, the Chicago, IL-based converter of pressure-sensitive labels for the HBA, promotional, household, sporting, industrial and security markets, recently acquired an 11-in., eight-color Gallus EM 280 combination printing press that greatly enhances its already diverse production capabilities.



The Swiss press is equipped with IST UV lamp assemblies with water chill drums at all stations that allow management of web temperature, especially when utilizing heat-sensitive substrates, such as unsupported film. The system offers precise registration and enhanced print quality for supported pressure-sensitive and other substrates as well. Company President, Gary Gallas, says the press's ability to print a wider range of substrates allows the company to more effectively meet demanding premium market requirements.

"This press provides our current and potential customers with the superior quality, durability and turnaround times required in today's increasingly competitive marketplace," explains Gallas.

The Gallus EM 280 combination press is capable of all UV flexographic printing, rotary screen printing, cold foiling, hot stamping, diecutting, embossing and laminating. The use of Gallus Rotascreen and Screeny technology has enabled Andrews Decal Company to apply remarkably high ink depositions required for sensory tactile and Braille applications. Gallas suggests that the use of Braille on all forms of labeling

will continue to grow due to increasing regulations and socially aware companies. "We wanted technology that would offer our clients limitless creative possibilities," says Gallas. "The outstanding UV print quality and color consistency, along with the combination printing versatility of this unit, will allow us to fulfill the upscale demands of clients concerned with strengthening their brand image." "We help our clients create specialized labels that will silently communicate to their target market louder than their competition," continues Gallas. "These labels actually encourage consumers to reach out and touch the product, which usually results in its purchase."

Andrews Decal Company of Chicago was established in 1946, and is owned and operated by the Gallas family. In addition to flexographic printing, the company also offers UV sheet fed screen-printing, digital printing and provides additional finishing and fulfillment services. [www.andrewsdecal.com](http://www.andrewsdecal.com)

### Key management additions



Eastern Ribbon & Roll Corp., a leading manufacturer of blank and custom printed point-of-sale paper rolls, labels and imaging supplies has announced additions to its' management team to capitalize on the success and growth the company has achieved. In the past three years Eastern Ribbon & Roll has achieved revenue growth of 36% annually.

**David R. Strauss** joins Eastern Ribbon & Roll as President bringing vast executive level experience including 19 years as Vice President Non-Retail Procurement for Home Depot and most recently as Vice President of Procurement for Circuit City Stores.

**Kent F. King** joins the team as Executive Vice President. His

experience includes Director of Purchasing and management positions in Information Technology for Home Depot where he worked closely with Dave Strauss for over 14 years.

**Traci Jurek** joins the team as Vice President Manufacturing/Distribution from Standard Register where she has 14 years of experience in label production, customer service, quality assurance and manufacturing.

**Blaise J. Collura** will continue as CEO. As the founder of Eastern, he will use his knowledge of the industry and of the customers' needs to focus on new directions for the long term growth of the company including new products and product markets, acquisitions, product development and patents.

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

### ISO for WorkflowOne



WorkflowOne, one of North America's leading providers of document and business process outsourcing services, has announced that its Goshen, Ind., facility has become the company's first manufacturing plant to earn both the ISO 9001:2000 and ISO/TS 16949:2002 quality management process certifications from the International Standards Organization (ISO) and the International Automotive Task Force (IATF). The certifications are based on a rigorous independent audit conducted in mid-November 2006 that resulted in a perfect score for the facility.

The Goshen plant is a leading manufacturer of printed labels and business forms, with special expertise in integrated form/label combinations, in-line pattern adhesive coating and pressure seal products. Label solutions produced in Goshen can be found on automobiles and automotive subsystems across North America.

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

### Clemson chooses Kimmel

Clemson University has chosen a 30-year packaging professional to lead the packaging science department program.

Associate Professor Robert M. Kimmel joined the Clemson faculty in 1999 after 30-plus years in technical, marketing and business development at Hoechst Celanese. Kimmel currently is director of the campus Center for Flexible Packaging, a teacher emphasizing discovery-based learning and a researcher focused on innovative packaging materials. He will continue as director of the center. Kimmel impressed faculty members and administrators of the College of Agriculture, Forestry and Life Sciences, in which the department is located, with his extensive background in strategic planning and vision for leading the department.



### New Global Director

Dow Corning Corporation has named Jean Francois Bailly as its global industry director for the company's Pressure Sensitive and Paper business. Based in Seneffe, Belgium, Bailly is a veteran of the industry, having served previously as Dow Corning's European industry director for Paper. The move was effective January 1.

The news was announced by Jeremy Burks, global industry executive director for Dow Corning's Paper and Process Industries. "Dow Corning is committed to providing proven industry expertise, and Jean Francois knows this industry very well," Burks observed. "

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

## Mark Andy opens in Europe

Mark Andy, the leading American manufacturer of narrow web flexo technology, officially opened its new European Advanced Technology Center in Basel, Switzerland on February 6th.

Using the banner headline: 'Mark Andy grows BIG in Europe', the new 1000 sqm (3000 sq ft) facility is key to the company's extended commitment to converters in continental Europe, and has been set up as a major hub of excellence. It also marks the further expansion of Mark Andy activities on the continent, with the creation of Mark Andy Europe.

Housing a 400 sqm (1200 sq ft) showroom/demonstration facility, and a 300+ sqm (1000 sq ft) parts department, as well as administration offices, the new Advanced Technology Center offers Mark Andy a centrally located European showcase for its cutting edge technology that will benefit both the developed markets of Western Europe and those emerging economies in the East.

Company CEO, Paul Brauss said, "As Mark Andy puts our priority toward global growth, the opening of the Mark Andy Advanced Technology Center in Europe marks an important beginning of many initiatives we will be taking. With a solid foundation of people and products, a showcase like this will allow us to build solid relationships and support web flexo throughout Europe. We are a company on the move."

In response, Dieter Huck, Managing Director of Mark Andy Europe outlined the company's plans to remain focused on building a world class service and support organization that will carry Mark Andy Europe into new markets and their leading brands far into the future.

The Grand Opening was attended by over 100 guests, including industry VIPs, local dignitaries and

international trade media personnel, who enjoyed a packed program of events that culminated with a gourmet gala dinner to the accompaniment of Alpenhorns in the new showroom that had been transformed into a candlelit banqueting hall.

Toasting the creation of Mark Andy Europe, Niklas Olsson of XSYS Inks and Wolfgang Klos-Geiger of G&K TechMedia, complimented the company on its timely investment and vision to support the developing growth within the EU. In addition, in commemoration of the opening of the new facility, Wilfred Koopman, of Stork Prints, presented Paul Brauss with a classic reproduction of the 17th century painting 'Milkmaid' by Johannes Vermeer, the original of which hangs in the Rijksmuseum in Amsterdam

For future planning in the region, Dieter Huck announced that May 7th-11th would see the new Advanced Technology Center open its doors to customers with a program of machine demonstrations, education and celebration. The facility houses the leading servo driven Mark Andy XP5000 press, the newly revised Mark Andy 2200 series, and the ever popular Comco ProGlide MSP. In addition, a Mark Andy VSR300D inspection rewind machine will be available for demonstration. Converters who are interested in visiting during the Open Week are invited to contact Mark Andy.

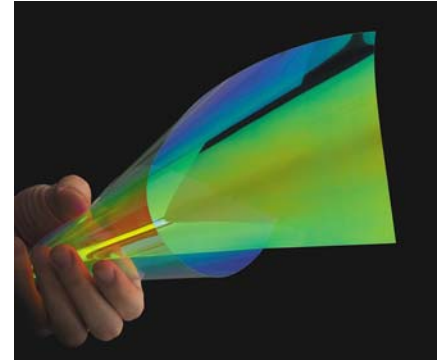
[www.markandy.com](http://www.markandy.com)

## Radiant Light Films from 3M

3M Converter Markets announces the addition of Radiant Light Films for labeling, packaging, in-molding applications and more. Combining precise layers of polymeric materials with different reflective qualities, these films add prismatic impact for unique appearance, brand differentiation and shelf appeal. The colors shimmer and shift with changes in viewing angle, light source and the environment.

The film may be embossed, die-cut, sheer slit, precision cut, surface

treated, dyed, coated or laminated with adhesive, printed and extruded into plastics. Non-metallic construction eliminates corrosion and conductivity concerns.



3M™ Radiant Color Film comes in a choice of color shift:

- CM500 for blue, magenta and gold
- CM592 for cyan, blue and magenta

Laminate to different colored or clear substrates for different color effects.

To fully appreciate the brilliance, depth, and subtlety of these films, 3M think you need to see them in motion. To order free samples, call 1-800-257-0646, ext. 5031.

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

## Sunscreen for labels?

A manufacturer of self-wound PSA coated products, acpo ltd., introduces 691V, a UV screening overlamine film. 691V was created to give label manufacturers an alternative to using expensive UV inks in their label printing processes. 691V is a clear, durable, polyester PSA overlamine containing a film additive in the formulation. This allows the overlamine to combat harmful UV rays and protect the label inks and base material from deterioration. Label manufacturers can use the 691V in conjunction with their standard water based inks for optimum print label quality, appearance and durability.

Q-Panel Lab Products, Inc., an accelerated weathering and corrosion testing facility, evaluated 691V using an X-Rite Spectrodensitometer. They reported the process yellow color

retention with 691V polyester overlamine at 98.2%. Other process yellow samples, with either no overlamine, or standard polyester overlamine, reported color retentions of 20.9% and 52.2% respectively. The tests confirmed 691Vs effectiveness to resist UV light, protect label base material and maintain a high color retention rate.

Because 691V is capable of enduring the harsh UV rays, it is perfect for indoor and outdoor applications where UV light is present. The 691V polyester overlamine is offered in 14 inch and 60 inch web widths, slit to customer specifications. Standard roll lengths of 5,000' are available with orders for longer roll lengths accepted.

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

### 100 best corporate citizens

Avery Dennison Corporation was named one of the "100 Best Corporate Citizens" in the United States by CRO, a magazine serving Corporate Responsibility Officers. Avery Dennison was ranked 69<sup>th</sup> out of the more than 1,100 companies that were surveyed.

The list was started eight years ago by Business Ethics Magazine, which has been incorporated into the CRO. The list identifies companies that excel at serving a variety of stakeholders, including customers, employees, suppliers, investors and community. The data are collected by KLD Research & Analytics, an independent investment research firm.

"At Avery Dennison, operating according to our values and ethics is of the utmost importance," said Dean A. Scarborough, president and chief executive officer. "We are committed to educating our employees about our values and operating principles. Acting responsibly helps us achieve our business goals anywhere in the world, in any business situation."

The survey ranks companies on eight criteria, including community, corporate governance, diversity, employee relations, environment,

human rights, product and total return average for shareholders. Avery Dennison received its highest scores in employee relations, product and diversity.

Avery Dennison conducts a number of employee relations programs that focus on continuous improvement of management skills and work environment. These programs include a biannual employee survey that evaluates the work environment in its facilities in 49 countries; leadership guidelines to help ensure consistency of management; and a global job posting system. With more than half of its employees located outside the U.S., Avery Dennison has developed a very strong and diverse workforce with approximately 50% of the company's top 100 senior managers born outside the U.S.

"We salute the 100 Best for their leadership roles in the field of corporate responsibility," said Michael Connor, Publisher and Editor of CRO magazine. "The 100 Best distinguish themselves from their peers at other large public companies by embracing higher standards—combining strong financial performance with responsible practices on environmental and social issues."

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

### Student program from Harper

Global anilox and coating roll supplier Harper Corporation of America is pleased to announce that it has added an enhanced program offering to its complimentary WalkingSeminar™.

Until now, the opportunity to participate in a Harper WalkingSeminar has been limited to flexographic industry professionals. But with the advent of its new student program, Harper is offering this educational tool to flexo students and interns, as well.

"This new program is a natural complement to Harper Corporation's other endeavors to further flexo

education globally," said Margie Kluttz, President of Harper Corporation. "It provides students the opportunity to more easily absorb many of the technical aspects of flexography that they can't learn in a classroom, lab or back on the job."

A WalkingSeminar is strictly an educational tour at one of Harper Corporation's state-of-the-art anilox and coating roll laser-engraving facilities. It is combined with a customized technical session on anilox and flexo technology where visitors can obtain solutions to specific problems. Attendees have the opportunity to see the latest laser-engraving technology, and talk with some of the industry's most knowledgeable professionals and many other world-class associates. The mission of Harper's WalkingSeminars is to help attendees develop a clearer understanding of what it takes to enhance the flexo process.

This, in turn, can provide more opportunities to improve their bottom lines and expand their market share. There is no cost to participate.

### Label paper for water bottles

Stora Enso Speciality Papers today announced the launch of *EcoSet*, a new, wet-strength label paper, specifically designed to meet the rising market demand for water bottles made from polyethylene terephthalate (PET), a recyclable synthetic fiber. *EcoSet*, which has been tested throughout all facets of water bottle label production, offers label performance with the sustainable packaging advantages of paper.

Stora Enso initiated development of *EcoSet* label paper in response to growing demand by brand owners in North America to purchase locally produced PET water bottle label paper that would offer an economical and ecological alternative to current label substrates. *EcoSet* is produced at Stora Enso's Stevens Point (Wisconsin) Mill in the United States.

"EcoSet offers a clear competitive advantage to North American water bottle label producers," said Eckhard Kallies, vice president of packaging papers. "Our local production of EcoSet reduces supply chain costs, when compared to other beverage label substrates. In addition, EcoSet offers brand owners the sustainable packaging advantage of paper, which is derived from fiber, a renewable raw material."



#### About EcoSet

EcoSet is offered in basis weights of 43 lb., 46 lb. and 49 lb. (70, 75 and 80 gsm) and features a high-fidelity print surface for good artwork reproduction, and wet-strength label properties for dependable printing, die-cutting, labeling and product distribution processes. A good brightness and gloss level, along with label opacity when wet, make EcoSet an excellent choice for beverage label applications.

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



#### Technicote debuts Chainlink

Technicote, Inc. is pleased to announce the introduction of our new "Chainlink" instant redeemable coupon polyester film base label product.

Chainlink features a specialty dry release adhesive chemically bonded between two polyester films. The adhesive incorporates a unique "chainlink" pattern, which allows the facestock to remove cleanly and smoothly, leaving no residual adhesive to obstruct the view of graphics.

This highly versatile IRC film base coated with a all-temperature, permanent acrylic adhesive, has the capability to adhere to a broad range of substrates with no adhesive residue concerns and requires no patterned adhesive fingerlift edge.

"Technicote is continually working to enhance its offering of products such as Chainlink that help our customers compete and overcome the many challenges inherent in developing creative promotional and incentive campaigns," said Eric Buchroeder, vice-president of marketing, sales and technical services for Technicote. The release of Chainlink has been eagerly anticipated by customers who are familiar with Technicote's expertise and experience with coupon base products and we anticipate their strong acceptance."

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

#### China Pack 2007 Membership benefit: 10% discount

This year sees the second annual Intertech-Pira China Pack expo on Wednesday May 23rd and Thursday May 24th.

For more information go to the events section at TLMI's website: [www.tlmi.com](http://www.tlmi.com)

#### Asset purchase for 3 Sigma

3 Sigma Corporation, a supplier of specialty coated and adhesive products has recently purchased the equipment and assets of PWC Incorporated in Springboro, OH. PWC manufactured custom pressure sensitive products, and did contract coating and slitting for label converters in the U.S. and internationally.

This purchase provides 3 Sigma additional Hot-Melt capacity as well as much needed slitting capacity to handle recent and planned growth in sales activity. In addition, other equipment acquired will be used to support 3 Sigma's recent expansion into solvent adhesive products.

If you are a current or past customer and the recent closure of PWC has resulted in a supply stoppage or shortfall for your products, call 3 Sigma's Customer Service group, who, the company says, will work with you through whatever re-qualification process you require to rectify the situation as quickly as possible.

[www.3sigma.cc](http://www.3sigma.cc)

#### Anilox roll cleaner from Stork

Anilox roll manufacturer, Stork Cellramic, Inc. a division of Stork Materials Technology, announces an agreement with Coleman Labs to offer Flexo Pro D3 Cream anilox roll cleaner. Flexo Pro D3 Cream is available through Stork Cellramic's web store at [www.stork-source.com](http://www.stork-source.com).

Flexo Pro D3 Cream is an innovative hybrid anilox cleaner that removes water, UV and solvent ink as well as water and UV coatings. It is inexpensive, non-toxic and biodegradable.

According to David Lanska, Midwest Regional Sales Manager "We are excited to be able to offer such an effective cleaner that is non-hazardous and environmentally friendly."

## New film from Toray Plastics

Toray Plastics America, Inc.'s drive to innovate and help end users and converters grow new business has led to the development of a new, versatile co-extruded high-clarity matte polyester film that offers a wide range of applications in industrial and consumer markets. New patent-pending Lumirror® FA5 matte polyester film, made with Toray's proprietary nanotechnology, allows industrial and consumer-goods brand owners to specify the exact level of gloss desired, while maintaining excellent clarity. Value-added FA5 film is also FDA compliant, tack sealable, and easy to print on, so it is even more versatile and enhances the opportunity to penetrate new markets.

Among the variety of end uses for FA5 film are all types of labels, including rugged, pressure-sensitive labels for a wide range of durable goods, from automobiles to chain saws. It is ideal for commercial and residential interior-design applications, such as mass-produced and custom window treatments and wallpaper. And yet the unique Lumirror FA5 film's FDA compliance makes it especially desirable for food packaging, including popular dual-ovenable applications.



"Toray's passion for innovation has yielded an important new high-clarity matte polyester film with manufacturing appeal in multiple markets, offering converters and end users significant growth potential," says Eric Bartholomay, product development manager.

The multifunctional FA5 film has a matte polyester surface that is primed for enhanced ink adhesion and readily accepts water- and solvent-based and UV-curable inks. Easy printing streamlines manufacturing and assures brand owners that type, logos, and brand colors are accurate and attractive.

New co-extruded polyester FA5 film handles extremely well on high-speed equipment and is easy to convert. It offers excellent thermal stability and superior mechanical properties, including high strength and dimensional stability. Plus, the tensile strength of FA5 film is 50 percent greater than that of traditional filled matte polyester films.

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

## Membership

*The following company has been approved for membership in TLMI:*

### Converter

#### **RayPress Corporation**

380 Riverchase Parkway East  
Birmingham, AL 35244  
Phone: 205-989-3731  
Fax: 205-989-7203  
Primary Contact: **Thomas D. Ray, III**  
– President

Description: Prime labeling printer up to 16" wide, 14 color capability. Produces some of the following: UV Flexography, instant redeemable coupons, flexo booklet labels, offset booklet labels, scratch off products, and cold foil fusions along with having an offset department, art and graphics, and thermal transfer printers.

### Supplier

#### **Zeller & Gmelin Corporation**

4725 Jefferson Davis Highway  
Richmond, VA 23234  
Phone: 804-275-8486  
Fax: 804-275-8638  
Toll Free: 800-848-8465

Primary Contact: **Michael Hughes** –  
National Flexo Technical Sales  
Manager  
Email: [mehughes@zeller-gmelin.com](mailto:mehughes@zeller-gmelin.com)  
[www.zeller-gmelin.com](http://www.zeller-gmelin.com)

Over 130 years experience in the UV ink industry. Commitment and focus to UV development, technology, training, manufacturing, quality, and environment.

## Calendar of Events

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.

# World Label Award Winners from TLMI

TLMI extends congratulations to the seven converter members recently presented with first-place awards in the World Label Awards Competition. The awards were formally presented at the recent TLMI Converter Meeting in Naples, Florida.

In its seventeenth year, the winners of the World Label Awards Competition are chosen from a group comprised of first-place winners from association label competitions around the globe including TLMI, the Japanese Label Foundation (JFLP), FINAT, and the Australian Label Association (LATMA). Label samples from companies are judged against each other in a variety of categories to determine the 'World's Best Labels.'

First-place winners include: Collotype Labels Ltd. won in the Offset Line category for its 'Archetype' label; TAPP Technologies, Inc. won in the Offset Line and Screen/Tone category for its 'Solaris' label; G-3 Enterprises won in the Flexo Wine and Spirits category for its 'Bridlewood Blue Roan Syrah' label; Dow Industries, Inc. won in the Multi Process Line category for its 'Ken's Cocktail Sauce' label; Nosco won in the Coupon (any process) category for its 'Opti-Free Replenish' label; Smyth Companies, Inc. won in the Innovative Use of Inline Procedures category for its 'Coors Cold



*Winners all.* From left to right: Tom Gallo, G-3 Enterprises (Modesto, CA). Brad Elledge, Nosco (Carrollton, TX). John Hickey, Smyth Companies (St. Paul, MN). Mike Buystedt, TLMI Liaison of World Label judging, Xsys Print Solutions (Plymouth, MN). Walter Dow, Dow Industries, (Wilmington, MA). Craig Moreland, Coast Label Company (Fountain Valley, CA). Mike Erwin, Tailored Label Products (Menomonee Falls, WI). Not pictured was Trevor Maunder representing TAPP Technologies.

Wrap' label; and Tailored Label Products, Inc. won in the Electronic Printing category for its 'Cambria' label.

TLMI converter members who received honorable mentions include: Coast Label Co. in the Flexo Line and Screen/Tone category for its 'Roex L-Lysine and L-

Proline' label; Collotype Labels Pty. Ltd. in the Offset Wine and Spirits category for its 'Sockeye 2005 Pinot Noir' label; and Dow Industries, Inc. in the Flexo Cosmetics category for its 'Victoria's Secret Holiday' label.