

TLMI

ILLUMINATOR



May 2009

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

TLMI announces 2009 Technical Conference

TLMI will be holding its ninth technical conference at the Hyatt Regency in Chicago September 8-10, 2009. The theme of this year's technical conference is Get Smart, a forum focusing on the day-to-day issues narrow web printers and converters are facing in the current marketplace. Attendees will receive production ideas and management solutions from industry experts that they can take back to their businesses and implement immediately. Some of the TLMI technical conference session topic highlights include:

- * Prepress and plate technologies: Imagine a world of high throughput and low rework. Attendees will be taken through the pros and cons of different workflows by a panel of industry suppliers and converters.

- * Maximizing profits in lean times: Learn how to utilize traditional improvement methodologies in low-cost, innovative and practical ways.

- * Application in action with digital printing: A panel of narrow web converters discuss their own company's integration and learning curve of digital printing solutions and the impact these systems have had on their businesses.

- * Inside of printed electronics: This session will open up some of the silence surrounding the printed electronics sector and will discuss the development for printing electronics that transcends the current limitations of traditional printing methodologies.

- * Applications in action: Learn about unique applications that will provide label converters with real opportunities; in addition to the requirements and benefits of each application. Many of these applications can be achieved with current available capital equipment and require minimum retrofit expense while potentially providing a sizeable return on investment.

In addition to these topics, attendees will hear many more aimed at helping them grow their businesses and increase profits during these turbulent times.



The Chairman's Report



Dear Fellow Members,

I'd like to begin this chairman's letter by making sure everyone knows the dates of this year's TLMI Technical Conference to be held September 8-10 at the Hyatt Regency in downtown Chicago.

Although meeting costs have increased, the TLMI Board of Directors and the technical committee have made the decision to keep conference registration fees the same as they were in 2007 to ensure we're supporting our members as much as we can. We've also provided a significant discount structure for those member companies who have more than one person attending because we all know how important it is for our members to be able to bring multiple personnel to such an informative and technical forum.

I urge you to go to TLMI's website, www.tlmi.com, to take a look at this year's Technical Conference program. This year's event will deliver production ideas and management solutions from industry experts; ideas and solutions attendees can take back to their own businesses and implement immediately. From prepress to digital printing, to printed electronics, to application optimization – attendees will learn about maximizing their production models and will gain tools that will help them transcend some of the limitations of their current modes of operation.

By the time you receive this publication, the TLMI Board of Directors will be meeting to set in place the association's strategic plan for the next three to five years. We appreciate the fact that so many of you took the time to respond to the questionnaire Headquarters

recently broadcasted to all members, asking you to identify those initiatives you view as a priority in moving your own businesses forward. It's imperative that TLMI is able to obtain this kind of feedback on a periodic basis to ensure that the Board of Directors' objectives are aligned with those of our members in this constantly shifting marketplace.

For those of you who have been members for a number of years, you have seen how the association has grown and how the meeting programming has changed to meet the changing needs of our membership, and of the greater narrow web industry. Our programs now provide more take-home value than ever before and our goal is to continue to provide resources to you like the TLMI Quarterly Index & Trend Report, the TLMI Ratio Study, Project L.I.F.E. and new and exciting things to come.

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Sustainability is here to stay

By *Laura Cummings*

Sustainability & Environmental Manager, UPM Raflatac

An invasion of armies can be resisted, but not an idea whose time has come.

Victor Hugo

The simultaneous economic and environmental crises occurring in our lifetime are no coincidence. Our well-being, economic and otherwise, depends on a reliable and affordable supply of resources derived from nature, be it food, water, shelter or energy. The exponential growth in world population is enough to demand our attention even if we can't fully grasp the impacts of 10 billion people occupying the planet. According to the United Nations report *The World at Six Billion*:

World population did not reach one billion until 1804. It took 123 years to reach 2 billion in 1927, 33 years to reach 3 billion in 1960, 14 years to reach 4 billion in 1974 and 13 years to reach 5 billion in 1987.

In 1999, we crossed the 6 billion mark, and expect to reach 9 billion by 2050. The United Nation's most current population report cautiously estimates that world population may stabilize around 10 billion.

Even without knowing the exact numbers, people are intuitively aware that we live in a time of economic and environmental crises brought on in part by the increased demand from a growing population for food, housing, consumer goods, transportation, energy, etc. People understand that our current consumption rate of natural resources is unsustainable, and fundamental change is necessary. Citizens expect their institutions — business, industry and government, the same ones they depend on, work in, and buy from — to address these crises.

So what does all this mean at an individual business level? Companies that understand today's cataclysmic situation calls for rebuilding and innovation will position themselves to best serve their customers tomorrow. The idea that companies should develop sustainability strategies has traction, and it looks as if it's an idea whose time has come. The good news is that sustainability done right is not a business burden; it's operating with enlightened self-interest. A well done sustainability strategy can lead to business and financial success in terms of increased profitability and company value.

Sustainability – what is it?

There is no single definition of sustainability or what a sustainable company should look like. But most agree that sustainability involves social, environmental and economic factors, also known as the triple bottom line. One well known definition of sustainability or sustainable development has been put forth





by the World Commission on Environment and Development that suggests sustainability is “forms of progress that meet the needs of the present without compromising the ability of future generations to meet their needs”.

Companies will emphasize pertinent factors in their sustainability strategies depending on the nature of their businesses. We can already see that management of greenhouse gas emissions is a key measure for energy companies, land management and biodiversity are crucial for forestry and mining companies and agricultural practices are critical for food companies. An important sustainability measure for labelstock manufacturers, as well as printers and converters, may be how we address matrix and liner waste. How long will end-users be satisfied to discard half of the material they purchase from us?

Going forward we can expect that our sustainability efforts will be evaluated by customers, and they will make

comparisons within industries rather than across industries (that is, a company’s triple bottom line performance will be compared to that of their direct competitors). This is a major reason to acknowledge sustainability issues in both our industry and our individual operations.

Sustainability and profitability – the virtuous cycle effect

Companies with credible sustainability programs are favorably perceived by their customers, employees and suppliers. All things being equal, customers prefer to conduct business with a company that has a positive image, and they want to support organizations that they perceive act responsibly in society. The most talented employees want to work for well-regarded companies, and their talents manifest themselves in new ideas and innovations. And suppliers want to partner with industry leaders and build on their customers’ successes. Any one of these factors is likely to increase a company’s profitability. Companies that invest in sustainability may spend a little more initially, but the payback derived from a positive reputation, employee commitment and innovative thinking enables them to afford it.

Sustainability and company value

A credible sustainability program is an indicator to investors of a well-managed, forward-thinking company with a long-term outlook. Sustainability strategies create a culture of innovation, employee involvement, and organization-wide cooperation. Poor environmental performance is an indicator of operational inefficiency – a competitive disadvantage. Strong, quantifiable sustainability programs garner investor trust and lower the perception of risk.

How to tackle this new strategy

A sustainability strategy starts at the top with a clear commitment from the organization's top management. We recommend forming an internal team and giving team members the task of developing a sustainability policy that is unique to your company and, at a minimum, expresses your intent and desire to be a more sustainable organization. Communicate within your company that your sustainability strategy is long-term and will involve repeated goal setting as you focus on different aspects of your business such as operations, products, supply chain, etc.

Established frameworks

To organize all of this activity, you can explore established programs that offer frameworks for implementing sustainability strategies. TLMI's Label Initiative for the Environment (L.I.F.E) is a program designed specifically for printers and converters and deals with four important aspects of the printing/ converting industry:

- Clean production
- Energy and greenhouse gases
- Product design and environmentally preferable materials
- Management practices

Within these four categories, printers, converters and suppliers can focus on virtually any aspect of their operations and capture and highlight progress made to be a more sustainable organization. Progress made by implementing the L.I.F.E. program can be summarized in sustainability reports to be shared with customers and other stakeholders. With the L.I.F.E. framework as a foundation for your sustainability activities, outside parties will be assured that your program is credible.

The L.I.F.E. program involves a third-party evaluation of a company's implementation of the framework and allows for certified printers, converters and suppliers to use the L.I.F.E. logo on promotional materials and in advertisements. The L.I.F.E. framework offers suggested ways that printers, converters and suppliers can operate more sustainably to meet the program's criteria, but does not preclude companies from using alternative initiatives to meet L.I.F.E. certification requirements.

Using established frameworks such as L.I.F.E., that involve verifiable criteria and third-party audit programs, can provide the valuable transparency and credibility necessary for making claims and assertions about your company's sustainability efforts to customers and consumers who are becoming more skeptical of the green claims they hear every day. Although well intended, ad-hoc projects undertaken to be "green" often either fall by the wayside over time, or they are not comprehensive enough to identify significant issues that should be addressed first (such as ensuring compliance with environmental regulations). All the cardboard recycling in the world won't undo the damage to a company's reputation with customers, employees and neighbors if the company is cited for illegal air or wastewater emissions or hazardous waste violations in the communities where it operates.

The ISO 14001:2004 Environmental Management System (EMS) standard is another framework that is not industry specific but is a globally recognized standard. The L.I.F.E. program incorporates many ISO concepts and is a natural step in the progression toward achieving ISO 14001:2004 certification for those organizations that find it necessary or advantageous.

Just get started

Deciding to develop a sustainability strategy and evaluate your company from a different perspective is an easy decision in these tumultuous times. The early steps require calling on employees to form a sustainability team and getting their perspectives on how to improve your organization. Once the basics are in place, companies can begin to tap those creative and innovative ideas to rebuild America's companies, economy and environment in ways that will last – that is real sustainability.

Laura.Cummings@upmraflatac.com

Outstanding summit proves industry is thriving



28 - 29 April, Sao Paulo

LABELSUMMIT Latin America 2009

www.labelsummit.com

Record numbers descended on Sao Paulo for the highly acclaimed Label Summit Latin America as it returned to Brazil last month. Held at a new venue, the Hotel Transamerica in Sao Paulo, the summit was a huge success. 532 industry professionals from Brazil, Argentina, Chile and beyond, attended the conference and table-top exhibition, demonstrating the high demand there is for an even bigger event of this type in the Latin American market.

A new format which offered delegates a packed conference program in the morning and cutting edge interactive breakout sessions in the afternoon was extremely well received. The conference program was expertly put together to emphasize the latest developments in the label industry worldwide and the more local industry in Latin America. Being able to choose between two streams, business management or technology, for the breakout sessions proved to be very popular, with the keynote speeches and dynamic end-user and converter panel sessions in the morning conference being praised for the exceptional quality of the presentations and speakers.

An interesting trend also started to emerge with almost 200 delegates arriving at the summit to just attend the exhibition to the delight of the exhibitors. The need for more educational events in the Latin American labeling industry is increasingly becoming more apparent as it rapidly grows at a rate of 10-15% per annum. John Davis, Senior Vice President of CTI commented: "The Label Summit in Brazil turned out to be an excellent venue for CTI to expose its products to the right targeted prospects. We left the show with leads that we believe will more than pay for our time and investment. I would do it again in a heartbeat! "

Presentation highlights from the morning conferences included an invaluable presentation: "**Challenges of running a family run business**". Given by brothers Amin Silva Yedra and Fabian Silva Yedra of the Mexican company Etiquetas Anro, they discussed the arrival of the new generation, how to define roles within the business and the importance of gaining experience in other markets. Fernando Aravena, President of Primitiva Label and Maurício Preto, President of Indexflex, presented an extremely interesting converter case study: "**International partnerships**".

They looked at the best ways to share knowledge in the global market, getting a competitive edge and how to discover new opportunities in the market. Another interesting panel session "**Opportunities in today's economic climate - how to maximize your potential**" which was chaired by Roger Pellow, Labelexpo Managing Director, brought together international and local opinions from a mature market and a new emerging market by having John Hickey, President of Smyth (USA), and Jean W. Chatziefstration, Director of Prakolar (Brazil), on the panel. The interactive session focused on the opportunities in our global industry and also looked at the technological and geographical potentials in new markets.

With Latin America now one of the fastest growing markets in the world, it is fast becoming one of the main hubs for the labeling industry. As a result of this, Labels and Labeling magazine has actually sent journalist, James Quirk, to be based in Buenos Aires, reporting on developments and writing a local newsletter to meet this high demand.

Roger Pellow, Labelexpo Managing Director, commented: "It was fantastic to be back with Label Summit Latin America in Sao Paulo for the third time, and to such a brilliant reception. It is an exciting time for the labeling industry in this region so we are pleased to yet again be able to provide a high quality and an extremely well received summit where the industry can congregate to focus on the key developments that are happening both locally and internationally. We are looking forward to continuing our excellent relationship with the Brazilian association ABIEA moving forward into the future and will definitely be back in 2011 with an even bigger and better educational event for the industry."

www.labelexpo.com



TLMI INDUSTRY NEWS

Ritrama is Recognized for their Pollution Prevention Effort with the Governor's Award



Left: Calder Hibbard (SECIA environmental committee chair), Brett Schmitz (Plant Manager—Greatbatch Globe Tool), Wendy Menken (SECIA Board President), Justin Eibenholz, (SECIA- Environmental Coordinator), Tim Pawlenty-Minnesota Governor, Steve Haselmann (Rock-Tenn Company—Compliance Manager), Pat “Woody” Pothen (Ritrama Inc.—Operations Manager), and Nancy Sanchez (Sales and Marketing Coordinator).

Ritrama was recognized with the 2009 Governor's Award for Excellence in Waste and Pollution Prevention yesterday at the St. Paul Capitol by Minnesota Governor Tim Pawlenty.

“These organizations have found innovative and resourceful ways to reduce waste and pollution, often increasing efficiency and lowering costs at the same time,” Governor Tim Pawlenty said as he awarded organizations for their environmental achievements.

In mid-2003, Ritrama developed a partnership with the Southeast Como Improvement Association (SECIA) and signed a Good Neighbor Agreement in order to help improve the environment. This agreement was signed to prevent the release of Volatile Organic Compounds (VOCs) into the air. Ritrama has installed thermal oxidizers and today has reduced emissions by 92 percent over the course of the project.

The Southeast Como Improvement Association has been working on planning strategies to help with pollution prevention in the industrial area of Minneapolis. Ritrama will continue to collaborate with the association supporting pollution prevention and waste reduction as well as sponsoring neighborhood activities. Ritrama also continues building new initiatives to reduce environmental impact.

For additional information on Ritrama's Pollution Prevention Effort and the Governor's Award, please contact Nancy S. Sanchez or visit www.ritrama.com.

Mark Andy XP5000 on display at New Faith open house for converters in China

Mark Andy, a world leader in narrow web printing equipment, celebrated the latest China installation of its Mark Andy XP5000 at the recent New Faith Printing Ltd. open house in Guangzhou. The event held on 22 April, 2009, and hosted by New Faith, United Printing Equipment & Materials Corp. and Mark Andy, drew more than 140 attendees including suppliers, converters, end-users and media.



The open house featured speeches by a variety of suppliers touching on market trends, technology, and advantages of flexo printing. Peter Chen, general manager of United Printing, presented the feature address, focusing on such topics as facing current economic challenges and the advantages of flexo over letterpress and offset printing methods.

In addition to presentations, the Mark Andy XP5000 was on display in the New Faith production area. The 11-color press features 12 UV units, two (2) cold foil units, one (1) screen unit, and includes one (1) integrated gravure unit. The press ran pressure-sensitive film label material at a rate of 330 feet/minute, demonstrating the focus on productivity that interested New Faith in the purchase of the Mark Andy XP5000. This press marks the 100th press installation in China for Mark Andy Inc., manufacturer of Comco and Mark Andy printing presses and Rotoflex converting solutions.

"The interest shown by the market in this open house demonstrates the commitment of the region to furthering flexo technology and applications," states Paul Brauss, president and CEO, Mark Andy Inc. "We are proud to support New Faith and United Printing as they lead the growth of the flexo industry in China."

Additional suppliers represented at the New Faith open house include Avery Dennison, DuPont, Flint Narrow Web, Kurz, Martin Automatic, Rotometrics, Sinhua, Stork, AVT, TESA, GEW, Auclean, BST and Esko.
www.markandy.com

MacDermid Printing Solutions secures Candian distribution Heidelberg

MacDermid Printing Solutions announced today that effective June 11, 2009, Heidelberg Canada Graphic Equipment Limited will distribute MacDermid's sheet photopolymer plate products and equipment in Canada.

MacDermid offers the industry's broadest range of photopolymer technologies. MacDermid's full range of products encompasses both analog and digital plate imaging technologies as well as solvent and thermal plate development processes. "MacDermid strives to offer its customers a choice – a choice in plate technology as well as a choice as to where to buy their plates. Heidelberg's stellar reputation and involvement in the flexo arena make them a perfect choice for a partner," said Scot Benson, Vice President and General Manager at MacDermid Printing Solutions.

"We have built our reputation upon providing some of the best products in the industry. We chose to distribute MacDermid's products because of the superior quality of their new products and their rising position in the marketplace," said Jerry Wynia, President of Heidelberg Canada.

MacDermid Printing Solutions has launched six new plate products within the past year, each having been met with much success in the market. MacDermid's new MGC and Digital MGC address the printing needs of the corrugated industry, MAX and Digital MAX are hard durometer plates and MVP and Digital MVP are medium durometer plates, both of which are well-suited to many applications within the flexible packaging market.

www.macdermid.com

TLMI 32nd Annual Awards Competition and TLMI Environmental Award

Take part and take credit: See Page 16 for the Call for Entries

Sato America reduces prices on ethernet barcode printers

SATO, a pioneer in the Automatic Identification and Data Collection (AIDC) industry and a leader in barcode printing, labeling, and EPC/RFID solutions, announced today it has reduced pricing on its Ethernet installed barcode printers.

"Historically SATO products are known for their durability and outstanding performance," said Gary Krause, director of marketing at SATO America. "Remaining vigilant to our partner's needs, we have negotiated a significant price reduction for the Ethernet interface installed into our CLe, GTe, M84Pro, LMe, M10e, M5900RVe, and XLe Series, along with the ever popular GLe Series where we have reduced the price on not only the Ethernet installed option but the Wireless installed option as well. The business climate today has many in the industry addressing cost reductions, which in some instances result in service reductions to their customers. We will continue to seek methods and ways to lower the cost of operation and ownership for our partners and customers, without having to lower their operational expectations or our service to them."

www.satoamerica.com

Diversifying product offerings with flexible packaging pouch materials

MULTI-PLASTICS, INC. adds paper and film-faced pouch materials to its mono-web flexible packaging product line. As narrow web flexographic converters continue to diversify and expand into flexible packaging, MULTI-PLASTICS has diligently researched and aligned themselves with an experienced manufacturer of laminated structures. Converters now have an additional source and choice for these materials at a competitive cost and within quick lead times.

The stocked C1S paper-faced structure under product code 29PP has a LDPE sealant layer and is available in two basis weights. This product mimics most PFP's that are traditionally seen in the market. This industry standard construction method works across a variety of dry or wet ingredients.

The 4WCP (white) and 4SCP (silver) are film-faced structures with strong printability, but vary from the mainstream sealant of choice due to our manufacturer's ability to create highly specialized sealants without adding additional costs. This co-extrusion process allows us to introduce DiversaSeal™ sealant technology to the industry. DiversaSeal™ enables the customer to use one structure for multiple applications.

Also available by special order are film-faced structures with strong printability and an industry standard Surlyn sealant layer specified for added strength.

Since 1979, MULTI-PLASTICS, INC. has been a leader in the slitting and converting of thin gauge plastic film in roll or sheet servicing the envelope, carton, printing and packaging industries. With eight strategically located facilities in the US, Canada and the United Kingdom, MULTI-PLASTICS, INC. continues to place a high value on the products and services supplied to their customers.

For more information, contact Dave Parsio at 800-848-6982

www.multi-plastics.com

Harper donates to Clemson's Sonoco Institute of Package Design and Graphics

When Clemson University cut the ribbon on its new Harris A. Smith Building, representatives of global anilox supplier Harper Corporation of America were among the students, faculty, honored guests invited to attend the University's innovative and state-of-the-art new Sonoco Institute of Packaging Design and Graphics.

In keeping with its dedication to flexo education, Harper Corporation is a strong supporter of the new institute, donating generously to its stock of anilox sleeves, proofing tools, maintenance and storage equipment, as well as pressroom cleaning supplies.

"We're proud to be associated with this world-class institute," said Margie Harper Kluttz, president of Harper Corporation. "With this program's multi-pronged approach, Clemson is taking a truly leading role in shaping the future of the printing and packaging industries. It's our pleasure to help provide resources for these students."

The Sonoco Institute of Packaging Design and Graphics features the only university program in the country that combines packaging science, graphic communication, materials studies, environmental science, manufacturing, marketing and consumer psychology for application to packaging methods.

Also Successful kickoff for Harper 2009 Solutions Tour

The Harper GraphicSolutions™ team was delighted to have a full house at Rochester Institute of Technology on Wednesday, April 15 to usher in the 2009 Harper Flexographic Solutions Tour™.

More than 65 flexo professionals joined the technical service experts of Harper GraphicSolutions and co-suppliers from Water Ink Technology, FlexoWash, KODAK, Actega Inc., the Flexographic Technological Association and AVT for one of the free, day-long trouble-shooting seminars that industry pros looks forward to each year.

As always, the feedback forms collected after the seminar reflected an appreciative crowd. Examples of the comments include: "Very good seminar – enjoyed it and learned a lot." Several reflected sentiments like: "Well organized program. Nice diversity of subject matter."

www.harperimage.com

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The integrated FedEx Freight and FedEx National LTL Web site at fedex.com provides the online shipping solutions your business needs to plan, manage and ship all your regional and long-haul LTL (less-than-truckload) freight. Here, you'll find intuitive interactive tools to make your job easier and more efficient, with access to critical shipment information 24 hours a day, 7 days a week. Save time, increase efficiency and access more freight solutions than ever before.

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To learn more about how the newly integrated FedEx Freight and FedEx National LTL can help improve the way your business ships regional and long-haul freight, go to www.fedex.com/donein1. Or if you would like to enroll in the program please visit www.1800members.com/ASSN

OMNOVA Solutions facility in Mogadore, Ohio receives technology award

OMNOVA Solutions' Performance Chemicals facility in Mogadore, Ohio was presented with a 2008 Award for Excellence in Environmental, Health, Safety and Security Performance from the Ohio Chemistry Technology Council (OCTC) – for the fourth consecutive year. The award recognizes effective, vital and sustainable programs that have resulted in measurable enhancements to company performance, and the commitment to working in close collaboration with government officials, industry peers, and communities to share successes and encourage good relations.

OMNOVA's Mogadore facility received this year's award for integrating two new systems into its latex polymer manufacturing processes. The first was the addition of a French auger press, which separates quality latex from "prefloc," a term used to describe the non-hazardous waste generated during latex filtration. In the past, the prefloc was packaged and transported to a local secure landfill. However, the new auger press squeezes usable latex from the prefloc, so it can be recycled back into the polymer manufacturing process, while the solids from the auger press are collected, stored and sold to a recycling firm. This new system will reduce the volume of the facility's annual landfill waste by up to 40 percent.

Because high-purity water is critical for obtaining the desired physical properties and consistent high quality of OMNOVA's products, the Mogadore facility also installed a new reverse osmosis (RO) water purification system. An RO system uses pressure to force water through a membrane that removes contaminants from the water supply. The new RO system is a significant upgrade from the facility's water deionization system, which used concentrated sulfuric acid and sodium hydroxide to regenerate the resin beds. The RO system eliminates the need for these chemicals, which are highly corrosive and could pose a danger to employees if handled improperly. In addition, due to the high purity of the water from the RO system, the use of other water treatment chemicals and the frequency of boiler water "backflushes" have been decreased. This reduces the consumption of natural gas and, consequently, reduces the facility's energy usage.

"As a member of the American Chemistry Council and as a Responsible Care® company, we are committed to improving our processes to maintain the safest possible working environment for our employees and to reduce our environmental impact," said Alan Sampson, Safety, Health and Environmental Compliance Manager for OMNOVA's Mogadore, Ohio Performance Chemicals facility. "This award is a testament to our ongoing concern for the safety of our employees, the well-being of the surrounding community, and our commitment to our customers. These process improvements are the latest in a long line of proactive measures implemented by OMNOVA that reflect the company's focus on safety, health, environmental and security performance. These new processes also support the company's Vision 2014 sustainability commitment, which focuses on reducing the environmental impact of all OMNOVA operations and increasing its offering of products with sustainable features."

The 2008 Awards for Excellence in Environmental, Health, Safety and Security Performance were presented on April 27, 2009 at The Athletic Club of Columbus, Ohio on the opening day of the 31st Annual Conference of the OCTC.

OMNOVA's Mogadore facility received the award in 2007 for implementing a computerized tool to assess the risk associated with the manufacturing and handling of its products and raw materials. The facility received the 2006 award for initiating an electronically managed Material Safety Data Sheet (MSDS) system. And in 2005, it received the award for a project that eliminated 99% of volatile organic compound (VOC) emissions from the facility's wastewater.

For more information on OMNOVA's Vision 2014 sustainability commitment, please visit www.omnova.com/sustainability.

The Ohio Chemistry Technology Council is a statewide trade association with nearly 70 member companies who are involved in the research, development, manufacture and marketing of products of chemistry.

www.omnova.com

First Independent Outside Director in Pitman's 100 Plus Year History

Pitman Company, the leading, independent North American graphic arts supplier, announced today that they have appointed Anthony P. Crupi, Sr. to its Board of Directors.

"Pitman management and Tony Crupi have been acquainted for several decades," commented Peter Schmidt, Chairman of Pitman Company. "Tony Crupi is a true icon in the graphic arts industry and his reputation is unparalleled. He has a thorough knowledge of the printing business and finance, and has excellent skills that will help guide Pitman into its second century of service to the graphic arts industry."

Crupi is presently the Chairman, President and CEO of Latran Technologies, a manufacturer of high resolution color proofing systems in Woburn, MA, as well as Partner and Managing Director of Andlinger and Company Inc., a private equity investment banking firm in Tarrytown, NY.

Anthony Crupi commented on his appointment: "I am very excited to join the Board at Pitman. I have known and respected this fine company my entire career and to serve the company in this capacity is a true honor and privilege."

Crupi's extensive career in the graphic arts industry includes management positions with DuPont, Anitec Image Technology Corp., International Paper, Ilford Photo and Polaroid Graphic Imaging LLC.

Crupi is a graduate of the Rochester Institute of Technology (RIT) with a degree in business administration and marketing. He serves on the Advisory Board of New York University's program for Graphic Arts Management and Technology.

www.pitman.com

OMET forms partnership with Clemson Sonoco Packaging Institute

OMET S.r.l of Lecco Italy has formed a partnership with Clemson Universities' new Sonoco Institute of Packaging Design and Graphics. The Institute will be housed in the Harris A. Smith building. The emphasis will be on printed electronics and the hope is that with the help of industry suppliers and leaders that Clemson will be able to break new ground in this emerging market.

"Packaging is a \$200 billion plus business in the United States, and Clemson has invested in this business knowledge base", says Chip Tonkin, director of the institute. "In a collaborative effort, Clemson will conduct a holistic approach to packaging sciences, combining many academic disciplines, to learn how to best create packaging, hot to print, fill, seal, ship and recycle, responsibly".

OMET has donated a new Varyflex press, a result of their new partnership with Clemson. The press will be used by students for R&D, industry activities and for OMET customer demonstrations. The narrow web press features seven printing stations, that can be configured with rotary screen, flexography or gravure with a variety of solvent based, water based and UV curable ink systems. The press platform can handle polymer substrates as thin as 12 microns, or paperboard materials as heavy as 600 microns, while achieving high-end registration through a complete servo controlled system.

"We are pleased to be part of this ground breaking research," stated Marco Calcagni, director sales for OMET. "Clemson is a worthy partner and we are extremely pleased that our VaryFlex press can further the knowledge in this emerging field".

For more information about OMET please contact Steve Leibin at Matik Inc., 33 Brook Street, West Hartford, CT 06110, call 860-232-2323

www.matik.com

Technicote, Inc. hires Ralph Adkins as National Sales Manager

Ralph Adkins joined Technicote as National Sales Manager on February 16, 2009.

He has over 10 years of sales and sales management experience in label, film and paper industries as sales representative, regional sales manager, national account manager and most recently national sales manager for Avery Dennison's Graphics Division, a manufacturer of sign vinyl, digital vinyl and offset label material located in Painesville, Ohio. Prior to Avery Dennison, Adkins worked with International Paper. He has a B.S. in Business Administration from Miami University.

He will be responsible for leading the company's sales operations in the United States and Canada working with sales representatives in twelve sales territories to implement the company's growth strategies.

Adkins, his wife and daughter reside in West Chester, Ohio.

www.technicote.com



Ralph Adkins

More flexibility with new Gallus in Skanem Hobro

To meet customer's needs of quality labels in shortest possible time, Skanem Hobro in Denmark recently installed a new Gallus 410S. The new machine has a print width of 410m and can print up to 9 colour and represents a strength for the site's production and the region's flexibility!

Sales Manager in Skanem Hobro, Morten Risvig says: 'We believe the new Gallus will help us solve our print jobs in a more cost efficient manner with maximum quality for our customers. It was decided to invest in this type of machine due to its flexibility and the short set up and changeover time. We also believe the new Gallus will increase the flexibility of Skanem in the Scandinavian region, as the Skanem site in Skurup, Sweden, also has this type of machine.'

Quality labels in shortest possible time
In terms of the main advantages of the machine, Morten Risvig further highlights a few: 'The main advantages are print width, speed and short set up time. All these points make the press ideal for customers with many label variants with extreme need for precision.'

www.skanem.com

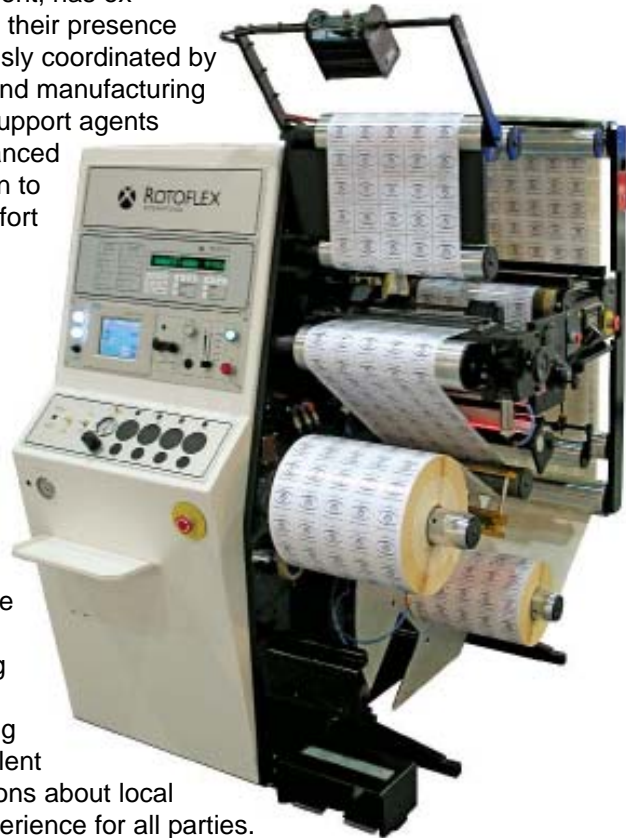


Rotoflex increases coverage in Latin America

Rotoflex, a world leader in converting and finishing equipment, has expanded coverage in Latin and South America by increasing their presence with new distributors and agents across the region. Previously coordinated by a single, dedicated sales manager based out of the sales and manufacturing facility in Toronto, Canada, the addition of local sales and support agents throughout Latin and South America demonstrates an enhanced dedication to this growing market. With six agents signed on to cover more than 13 countries in the region, an increased effort is being made to service local clients more efficiently and effectively.

"We have always been dedicated to this strong market," states Francisco Soto, Rotoflex sales manager, Latin America. "This increase of our presence at the local level allows us to tap into additional high-quality talent and support converters more effectively."

Since signing on the local distributors, more than 10 experts from across Latin and South America have gone through a two-week training session sponsored by MAX, the service and support team of Mark Andy Inc. In this session, service personnel from the region received in-depth training on the Rotoflex product line and cross-trained with the Canada-based service personnel who have been supporting this equipment for more than 35 years. Allowing this new talent to interact with existing Rotoflex expertise spurred discussions about local practices and requirements, resulting in an educational experience for all parties.



Since acquisition of Rotoflex International by Mark Andy Inc. in December, 2008, an increased effort in worldwide customer service for the Rotoflex brand has been a priority. Adam Baer, vice president of service and support, Mark Andy Inc. says, "We want to service existing and future Rotoflex customers as effectively as possible. By expanding our trained staff worldwide, and implementing processes to make it easier for customers to reach out to us, we are making monumental steps forward in this initiative."

For customers interested in contacting a local sales agent, the list is available at <http://www.rotoflex.com/globala.html> or by contacting the sales group at sales@rotoflex.com.
www.rotoflex.com

Aquaflex delivers two new presses

Anchor Printing of Bloomfield Hills, Michigan took delivery of two Aquaflex ELS servo presses to add capacity for their growing flexible packaging business. At a time when most converters are nervous about investing in new equipment, Anchor Printing seems to be focused on the future. Their purchase of two Aquaflex ELS servo presses underscores their commitment to the flexible packaging market.

General Manager, Andrew Weitz, said, "We have a broad range of printing equipment, including Heidelberg offset presses and an eight-color 30" CI flexo press plus an assortment of specialized converting equipment. What we didn't have was extra capacity for the growing flexible packaging and shrink sleeve segments of our business. We knew we wanted to move up to servo technology so we looked at all the press offerings before deciding on the Aquaflex ELS Servo. We're perfectionists when it comes to print quality and we were very impressed with the ELS's ability to hold tight registration on thin film throughout the entire run. In fact, we liked the Aquaflex so much we decided to buy two of them."

www.aquaflex.com

Gordon Graydon takes 1st place in 2009 Phoenix Challenge

Gordon Graydon Memorial Secondary School, Mississauga, Canada Places First!

Two and half days of intense competition culminated in a first-place award and \$1,000 scholarships each for Hannah Plavnick & Stephanie Hammond, the team was from Gordon Graydon Memorial Secondary School, Mississauga, Ontario, Canada. The duo were declared the winners of the twelfth Annual International Phoenix Challenge Flexo Skills Competition, which took place at the Harper National Flexographic Center at Central Piedmont Community College in Charlotte, N.C. April 1-3, 2009.



The pair won the coveted first place award by earning this year's highest combined scores in the contest's five exams: written knowledge, math, pre-press proficiency, press operation and plate-making. In addition to the two \$1,000 Phoenix Challenge Foundation Scholarships, the winning team took home the 2009 Harper Flexo High School of the Year trophy cup, for display at its school.

"I could tell when talking to Hannah Plavnick & Stephanie Hammond that they were here to win. Hannah Plavnick was one of the team that won in 2008 and she had the determination to try for the second time. They spent many long hours timing themselves at the press and practicing for the press, as well as many hours studying for the level one test. "It was great to see all the hard work that these students have put in to studying for the competition payoff," said Bettylyn Krafft, Phoenix Challenge Foundation Executive Director.

Fairfield Career and Technology Center Takes Second!

It was a very close race between second and third place this year, but Brittney Skinner & Brandon Smith, representing Fairfield Career & Technology Center in Winnsboro, S.C., proudly walked away from the 2009 International Phoenix Challenge High School Flexo Competition with medals for their second-place win, scholarships for \$500.00 and a plaque for the school to commemorate it. The second place scholarships this year were sponsored by Howard and Ann Vreeland.



Congratulations to both of these talented students for their determination to excel in the flexo industry. Also, thank you to their instructor Marvin Miller for his continued guidance to your students. When the announcement was made for Brittney Skinner and Brandon Smith as the second place winners, instructor Marvin Miller's face was priceless. He was so proud of the hard work and effort these two students had put forth.

Gordon Graydon Takes 3rd Place in 2009 Phoenix Challenge

Focused and determined, students Abdul Murad & Grant Izukawa, Gordon Graydon Memorial Secondary School, Mississauga, Canada, won the 3rd Place position in competing against twenty teams in the 2009 International Phoenix Challenge Competition.

Bettylyn Krafft said, "The rivalry gets more challenging every year as the best high school students in the United States and Canada train and prepare vigorously and tenaciously for this flexographic competition; with all eyes on the top awards."



Our hearty congratulations to both Abdul & Grant, and to their Instructor, Peter Belanger. Under Mr. Belanger leadership Gordon Graydon Memorial Secondary School has participated in the competition since its inception in 1998, and consistently comes through with high marks - year after year. Mr. Belanger said, "Abdul and Grant deserve all the credit. They came to Charlotte prepared to do their very best.

www.phoenixchallenge.org

TLMI 32nd Annual Awards Competition and TLMI Environmental Award

Call for Entries

2009 marks TLMI's 32nd Annual Awards Competition, recognizing innovative printing and technical achievement in all areas of the narrow web industry including tags and labels, cartons, flexible packaging, non-woven pressure sensitive and more. TLMI domestic and international converter members are eligible, as are converter members of FINAT, LATMA and SALMA who do not have offices in North America. Each entry must be accompanied by a separate entry form, furnished by TLMI or reproduced by the converter. The deadline for submitting entries for the Annual Awards Competition is June 30, 2009.

2009 also marks the seventh year the association will be naming winners for the association's annual Environmental Awards Competition. Each year, a TLMI member supplier and converter are honored for outstanding achievements in environmental leadership. The deadline for submitting entries for the Environmental Awards Competition is April 15, 2009.

Submission forms, application category definitions and entry guidelines can be found on TLMI's website, www.tlmi.com

New developments for label converting line

AB Graphic International has announced a number of new developments for its Digicon Series 2 label converting line. These include modules for booklet insertion, foil hologram registration and twin flatbed die embossing/foiling.

The Omega Digicon series 2 is a modular label converting line for digitally printed webs and offers all the usual production options such as 100% camera inspection, hot foil stamping, embossing, over laminating and sheeting. The new modules expand the range of label applications possible.

The booklet insertion application is fitted to the Digicon on rails so that it can be pushed out of the way when the not in use. The machine can process booklets with a thickness of up to 32 pages and is PC controlled through a touch screen that also permits jobs to be saved. Digital servomotors ensure precise web tension and tracking.

The hologram module was recently supplied for a security application and is used in combination with an ink jet printing system. This particular converting line is unique in that it has three web movements all on the same machine; semi-rotary, intermittent and full rotary.

The twin flat bed die embossing module with semi-rotary die cutting is another innovation that also permits foiling. On this application, the web on the Digicon is briefly paused while it is going backwards and forwards in semi rotary mode, and kept stationary just long enough to permit foiling. Savings are realised through the use of flat bed tooling which is a fraction of the cost of rotary tooling.

AB Graphic International is a worldwide supplier of label converting and finishing machines with facilities in the UK, Netherlands, Spain, Germany and United States. The company offers a full range of converting lines either standard or tailored to requirements. New products include the Digicon Series 2 modular label converter, the Digicoat to prepare substrates for digital printing, the Digilam film laminator and the FSR film rewinder. Specialised applications include pharmaceutical converting lines, off-line RFID, booklet labelling and Braille machines.

www.abgint.com



Membership

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

Converters:

Factor Forms West Limited
8411 McIntyre Road
Edmonton, Alberta T6E 6G3
Canada

Phone: 780-468-1111
Fax: 780-469-5141

Website: www.factorforms.com
Primary Contact: Stuart Sherwin – Senior Sales – Label Coordinator
Email: Stuart@factorforms.com

Description: In business for over 35 years with two manufacturing locations in Canada. Products include: labels, envelopes, register forms, manual cheques and receipts, snapset forms.

Electronic Imaging Materials Inc.
20 Forge Street
Keene, NH 03431

Phone: 603-357-1459
Fax: 603-357-1541

Website: www.eiminc.com
Primary Contact: Alex Henkel – President
Email: alex@eiminc.com

Description: Electronic Imaging Materials provides barcode labels and bar code printing solutions where durable moisture, heat and solvent resistant bar code labeling is needed for over 20 years. They support medical, pharmaceutical, electronics, warehouse, library and industrial tracking applications with hardware, software, supplies, and services.

Suppliers:

Max Daetwyler Corporation
13420 Reese Blvd., West
Huntersville, NC 28078

Phone: (704) 875-1200
Fax: (704) 875-0781

Primary Contact: Marty Cansler – Sales Manager – Press Room Products
Email: mcansler@daetwyler.com

Description: Doctor blades/press room products and equipment.

Calendar of Events

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2009 Award Competition Entry
Deadline: June 30, 2009

Environmental Award Entry
Deadline: August 15, 2009

Scholarship Fundraiser Tuesday
September 8, 2009

2009 TLMI Technical Conference
September 8-10, 2009

Labelexpo Europe 2009
23 - 26 September, 2009

2009 TLMI Annual Meeting
October 18 – 21, 2009

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