A Special Report by
Diamond Anniversary
TAG & LABEL MANUFACTURERS INSTITUTE INC. TIMELINE

TLMI MEMBERSHIP LIST

1961 Wise Tag & Label Co. Inc.
1962 Grand Rapids Label Co.
1965 Aquaflex
Mark Andy Inc.
1966 Wausau Coated Products
1967 Appleton
1970 DuPont Cyril Packaging
Graphic Products
1973 Wausau Paper Specialty Products
Artcraft Converters Inc.
1974 Aladdin Label Inc.
1976 FLEXcion
Design Label Mfg. Inc.
Loparex Inc.
Novelprint Sistemas De Entregas Ltda.
1977 National Label Co.
1978 3M Converter Markets
First Group Narrow Web
MPI Label Systems of Ohio
Dow Corning Corp.
Hazen Paper Co.
1979 Rose City Label Co.
Thimlany
1980 Gallus Inc.
ASI Group All Stick Label Ltd.
1981 Avery Dennison, Fasson Roll
North America
1983 Rotornetics
CLD & Graphics Inc.
1984 Gerhardt USA Inc.
1986 Dow Industries
ExxonMobil Chemical,
Films Business
UPM Raflatac Inc.
1987 LG International
Spinnaker Coating
1988 Converting Div.
Chicago Tag & Label Inc.
Nesco (Diversco)
Spar
1989 Nashua Corp.
Label Solutions Inc.
Water Ink Technologies Inc.
Rohm and Haas Co.
Green Bay Packaging Inc.,
Coated Products Operations
Label House Ltd.
Trinity Graphic USA
1989 CCL Label Inc.
Avery Dennison Worldwide
Converting Div.
Praxair Surface Technologies Inc.
Kanzaki
Buckley Graphics Inc.
1990 Ritrama Inc.
Valleym Forge Tape & Label Co. Inc.
GS Technologies LLC
Multi-Plastics Inc.
Corporate Express
Craftsman Label Inc.
1991 Ameristar Label Inc.
Belmar Inc.
Valeron Strength Films
Technicote Inc.
WS Packaging Group Inc.
Translabel Co. Inc.
Precision Label & Tag Inc.
Spectrum Label Corp.
1992 CBC Coating Inc.
Harper Corp. of America
Topflight Corp.
Chemicalists Intl. Network
Moore Wallace, an IR Donnelley Co.
Durmore Corp.
Environmental Inks & Coatings
Label Technology Inc.
The Kennedy Group Inc.,
Label Div.
Advanced Web Technologies Inc.
1993 Mitsubishi Polyester Film LLC
Hutchison Miller Sales
1994 Advanced Labelworks Inc.
Arojex
DRG Technologies
Superior Business Assoc. Inc.
KTI-Keene Technology Inc.
MACGac
Nipper Inc.
Miami Wabash Paper LLC
Turner Labels & Shipping
Supplies Inc.
Gintzler Graphics Inc.
The Channeled Resources Group
Identification Products Corp.
Rotoflex International Inc.
Lauterbach Group
Copac Inc.
1995 Enfain Goldschmidt Corp.
ITW Labels
Lawry Computer Products
Labeling
Labelgraphics, a div. of
Shippers Supply
Fraser Paper Inc.
Nexford Fraser Paper Inc.
National Adhesives
Taylor Made Labels Inc.
Stork Prints America Inc.
McCowell Label & Screen Printing
Kieran Label Corp.
1996 Mid American Rubber
Glatfelter
Creative Labels of Vermont
All Printing Resources Inc.
IIMAK
Anderson & Freeland Inc.
Andrews Decal and Label Co. Inc.
Consolidated Label Co.
McCourt Label Co.
Mid Atlantic Label Inc.
Aetek UV Sys., a div. of American
Ultraviolet Co.
1997 Flexo-Graphics LLC
Industrial Marketing Systems Inc.
Boise Paper Solutions
Smyth Companies Inc.
Gallus Ferd. Ruesch AG
Yupa Corp.
Sarantron Label Inc.
Consolidated Products Inc.
Lederle Machine Co.
York Label
1998 Primer Label
NKStar Inc.
TAPP Technologies Inc.
Sato America Inc.
The John Henry Co.
Franklin Int.
Craig Adhesives & Coatings Co.
Labels Unlimited
1999 Tech Tag & Label Inc.
Standard Register Co.
Ashland Specialty Chemical Co.
Pitman Co.
The Label Gallery
Prestige Label Co. Inc.
Flexo Wash
Flexitran Corp.
Fujifilm Sensical Inc.

Letter from the Chairman of the Board

Seventy-five years ago several prominent members of the tag-printing industry came together to discuss the possibility of forming a trade association, and soon thereafter the Tag Mfrs. Inst. (TMI) was officially created. What a long way we’ve come in the past 75 years since the association’s inception; and speaking as the current chairman of the board, I see great potential for the continued growth and vitality of TLMI.

The opportunities and challenges that both the North American industry and the association face today are markedly different than those confronting the founding members of TMI. In 1933 the founding members of the association were facing the possible dissolution of the very market to which they were supplying products. Today, our association represents what remains a de facto and growing product decoration standard in an industry where environmental sustainability and globalization initiatives are paramount—two initiatives TLMI takes very seriously.

TLMI is continuously dedicating resources to environmental directives in an effort to offer our converter and supplier members resources and tools as our membership charts their own companies’ course in addressing the sustainability and “green” demands of their customers and of the marketplace overall. TLMI’s Environmental Committee is led by some of the industry’s most prominent environmental experts, and their directives moving forward remain a core element in the association’s function as a key resource for its membership and a progressive force for the industry.

The other issue the TLMI board considers one of its top priorities is that of globalization. The groundwork is being set in place to ensure TLMI expands its reach and bridges the markets of the Americas—bringing a new resource to the growing markets of Mexico and Central and South America. TLMI will be establishing delegations as directed by the needs of our membership, traveling to some of the world’s economic powerhouses, including India and China.

As TLMI celebrates its 75th anniversary, we acknowledge and stand firm on the strength of our past; however, we also look to the future and take our role in the continued evolution of the global narrow web marketplace very seriously. I’m confident the TLMI board of directors moving forward will continue to address these market opportunities and challenges and build upon the associations firm foundation to secure its central place in the global marketplace for the next 75 years.

John Hickey
CEO, Smyth Companies Inc.

MISSION STATEMENT

TLMI is a member-driven association strongly committed to providing business solutions that enhance the prosperity of its members and the narrow web tag, label, and packaging industries.
Letter from the President

The original goal of the founding members of our association was a simple one, yet an important one. Twenty-one representatives from 19 companies recognized the need to meet once a year in order to discuss the issues they faced in trying to carve out a successful niche for their own businesses and for a new industry. Over the course of the following decades as the label decoration sector expanded, TMI became TLMI when the decision was made in 1962 to expand the Tag Manufacturers Inst. to include pressure-sensitive label manufacturers. Ultimately another decision was made that evolved TLMI into what it is today, and that was to allow supplier members to join and to attend annual meetings.

One of the central objectives of the association in the 1960s remains that of TLMI today: to have the leaders of our industry—the entrepreneurs, the presidents, and the senior managers of both our converter and supplier member companies—come together to discuss what are the most important issues of our industry and to provide a networking forum where relationships are cultivated and can be expanded. Our goal also continues to focus on creating programs and technical seminars that provide solutions and strategies senior management can take back to their companies and implement immediately.

We have witnessed a dramatic change over the past 75 years when it comes to the programs and events TLMI provides to its membership and the general marketplace. The adage “The only constant is change” is true, and TLMI has truly changed and evolved over the decades into an association that more effectively meets the needs of its supplier and converter members. What was reportedly considered an “Old Boys Club” decades ago has grown into a prominent association driven by its members and its board of directors.

TLMI’s volunteers who serve on and chair the association’s numerous committees along with our board of directors—both groups comprised of converter and supplier members—are the driving force behind every decision the association makes, and they are at the core of TLMI’s strategic objectives moving forward. This is why TLMI remains such a prominent force in the global narrow web sector and why the association will succeed for another 75 years. I believe the following testimonial given recently at a meeting by a new converter member says it all:

“This was our first meeting and we were pleasantly surprised. We had wondered about joining an association where many of the members are competitors. We found the reception was warm and welcoming, and I wish we had joined years ago.”—North American Label Converter

VISION STATEMENT

The premier member-driven association for the label and packaging industry.

TLMI MEMBERSHIP LIST continued from page 1

2008
Arpco
A & M Supply Co. Inc.
Custom Printed Products
ETI Converting Equipment
Labeltape
Mühlbauer
HC Miller
Catchpoint
Espinet-Hilmer Graphics
MPS Systems
RBCOR LLC
3 Sigma Corp.
JH Bertrand Inc.
I.D. Images
4 Lakes
Axion Label Group
PCN/Image-Tek

2007
Connemara Converting
Nazdar
Pilot Italia SPA
The Control Group
Zebra
Color Ad Label
Ashtron Potter
Delta Industrial
Zellen-Green
Ray Press
Fujifilm Graphic Systems
Continental Databalbl
Digitalabel Inc.
Lightning Labels
Metro Label
Xode
AB Graphics
Hooven-Dayton Corp.
Gerber Scientific Products
MCS
Chenus Engineering Inc.
Prism USA
Neschen Americas
Karlolle Development LLC
Graphic Sciences Inc.
Pesa Labelling Systems Inc.
Intermec Technologies
Teza tape inc.
Fox IV Technologies Inc.
Label & Converting Solutions
AMAGIC Foils
Precision Label & Tag Inc.
Label Impressions
KPG Corp.
EPSON-America Inc.
Bostik
Bunting Magnetics
Polyplex Corp. Ltd.
Sani-Blast

2006

1862

TLMI 75th Anniversary
Many companies complain about the negative impact that government regulations can have on the way they run their businesses. In most cases, compliance equals cost. But members of TLMI and many other trade organizations actually have government regulation to thank for their groups’ very existence.

Mike Weir, TLMI’s longtime legal counsel and a trusted adviser to the association regarding all things legal for more than 50 years, explained in a 2000 interview that the Tag Manufacturers Inst. (which became TLMI in 1962) was actually born as a direct result of the National Recovery Act of 1933, which established “Codes of Fair Competitions” that allowed trade associations to be formed.

According to the act, “The President is authorized to enter into agreements with, and to approve voluntary agreements between and among persons engaged in a trade or industry…if in his judgment such agreements will aid in effectuating the policy of this title….” Members of the tag industry officially formed the Tag Manufacturers Inst. on June 15, 1933, with 21 original representatives from 19 companies.

The Textile Fiber Products Identification Act of 1958 further helped the tag industry flourish by requiring that “each textile fiber product (except those exempted) shall be labeled…,” which resulted in linen or sometimes paper tags being produced and used in large volumes to detail product care recommendations on such things as towels.

The Nutrition Labeling and Education Act of 1990 (NLEA) “provides the FDA with specific authority to require nutrition labeling of most foods regulated by the Agency, and to require that all nutrient content claims (i.e., “high fiber,” “low fat,” etc.) and health claims be consistent with agency regulations.” The regulations became effective for nutrition labeling in May 1994, which only enhanced the need for larger or even multiple labels on many food products.

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**TLMI Born of NRA**

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**FOUNDING MEMBERS**

A preliminary meeting was held on June 1, 1933, for the purpose of deciding the advisability of inviting tag manufacturers to organize a trade association to enjoy the privileges of the then-impending Industrial Recovery Act. On June 15, it was unanimously voted by roll call to immediately organize a trade association to be known as the Tag Manufacturers Institute—the forerunner of today’s Tag and Label Manufacturer’s Institute.

In attendance at that meeting were representatives of the following companies:

- Acme Tag Co.
- Allen-Bailey Tag Co.
- American Tag Co. (2 attendees)
- Campbell Paper Box Co.
- Central Tag Co.
- Samuel Cupples Envelope Co.
- Dancyger Safety Pin Ticket Co.
- Dennison Mfg. Co.
- Ennis Tag & Printing Co.
- Harry M. Gifford Mfg. Co. (2 attendees)
- Haywood Tag Co.
- International Tag Co.
- Keener Mfg. Co.
- Keystone Tag Co.
- Michigan Tag Co.
- National Tag Mfg. Corp.
- Reyburn Mfg. Co.
- Robinson Tag & Label Co.
- Waterbury Buckle Co.
Mark Andy develops the flexographic tape printer.*

3M develops a printable, self-wound tape.*


"Our membership has meant many things to us: a place to meet with peers and commiserate…to learn best practices…to meet and make great friends. I know our business would be a lot different today if we had not joined TLMI, and probably not different in a good way!"

D.R. Zaccone II, Executive VP, GSI Technologies LLC
A Look at the North American Label Market Today

By Corey M. Reardon, AWA Alexander Watson Assoc.

America is the longest-established pressure-sensitive label market in the world, as well as the historical “home” of the industry, but it is undergoing change across the value chain—as is the rest of the world—as retail competition intensifies, globalization becomes a reality, new economies emerge, and margin and cost pressures drive consolidation and rationalization.

At a macro level, the weakened US economy also is having its effect. GDP growth for the US in 2007 was 2.2%, with a slowdown of 0.8% during the last quarter and with the housing and financial markets—and consumer confidence—in decline.

New labeling technologies also tempt the end-user. Wet glue and p-s labels now face competition from direct print, sleeving, in-mold labeling, and glue-applied wrap-around labels. Nevertheless, traditional global label demand continues to grow annually at 4.7% with the mature markets of North America and Europe growing overall at around 2.5% each.

While glue-applied labels still dominate the world, p-s labels today have the competitive edge in North America with 45% of the market. In 2007 North American demand for p-s labels totaled 8,060 million MSI (thousand square inches) with an estimated value of $6 billion and a compound annual growth rate (CAGR) of 4.7% to 2012.

Glue-applied labels accounted for 43% of the market in 2007. Sleeving and in-mold labels accounted for 8.6% and 2% respectively; other labeling technologies make up the balance.

In terms of substrate, paper remains the leading global choice for all label facestocks, particularly for prime labels. In the p-s sector, security papers are enjoying good growth, as brand authentication continues to attract attention. For RFID, paper grades that will cushion and protect the chip are a developing market.

Paper facestock accounts for about 75% of the North American market, with films taking the majority of the remaining share in North America as a whole and also in each of its regional markets—US, Mexico, and Canada. A regional NAFTA breakdown demonstrates the dominance of US demand—which will certainly continue—over Mexican and Canadian usage levels, although the latter two regions’ growth rates are considerably higher (see chart).

The Mexican label market is the most rapidly growing geographical NAFTA market, enjoying growth rates at multiples of those within the US, albeit from a much lower base. A conservative estimate of p-s label growth in Mexico is 5%. This compares with the US rate of 1.5%. The Canadian market is estimated to be growing at around 2%.

Growth in North American demand for p-s labels has slowed significantly from the double-digit levels recorded throughout the 1990s, but market demand remains modestly positive. The forecast CAGR for the period 2007–2012 is a low 1.2%, predicting a label demand of around 8,500 million MSI in 2010—a growth of around 500 million MSI compared to 2007 levels. Underlining this slowdown are the increasing maturity of p-s labeling, high levels of penetration in key market segments, and high per capita consumption.

A LOOK continues on page 8

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### NORTH AMERICAN PRESSURE-SENSITIVE LABEL DEMAND BY REGION—2007

<table>
<thead>
<tr>
<th>Region</th>
<th>Estimated Label Demand (million MSI)</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>US</td>
<td>6,820</td>
<td>85%</td>
</tr>
<tr>
<td>Canada</td>
<td>840</td>
<td>10%</td>
</tr>
<tr>
<td>Mexico</td>
<td>400</td>
<td>5%</td>
</tr>
<tr>
<td>Total</td>
<td>8,060</td>
<td>100%</td>
</tr>
</tbody>
</table>

Source: AWA Alexander Watson Assoc.

Environmental responsibility and waste management issues are impacting the growth of p-s labels negatively, with state and federal government legislation now beginning to control the use and disposal of packaging materials (see page 10 “Serving the Environment” and page 12 “Environmental Leadership Award”). Campaigns, such as those at Wal-Mart, call for the reduction of packaging overall.

Other factors, such as the aging population, influence North American demand for labels. By 2009 14% of the Canadian population will be over age 65, as will the US population by 2013. The relevance of such statistics to label use lies in their positive effect on market sectors, such as health and beauty care and pharmaceuticals as well as single-serving convenience food and beverage packs.

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Permanent p-s adhesives developed.*

EDP address labels created.*

Label converters are finding new market niches in printing other types of “labels”—unsupported films for sachets and pouches, sleeves, tags, and tickets, etc.—on their combination narrow web presses. Digital print is coming into its own, both in modular presses and as a stand-alone process.

Government regulations can and do positively affect opportunities for greater use of p-s labels. Examples include the effect on the size and number of labels on wine bottles to meet statutory requirements on health warnings, contents, etc., and the numbers of high-value labels used in information and safety applications on automobile components and consumer durables.

For the future, we see the p-s label market continuing to be at the mercy of high raw material costs and reducing margins and also driven by changes in the domestic economy and increasing globalization. However, opportunities at all levels of the attenuated label industry supply chain are still there to be grasped. The rise of competitive label technologies, such as sleeving and pouches, are just new markets for converters with today’s leading-edge combination narrow web presses.

Corey M. Reardon is president/CEO of AWA Alexander Watson Assoc., Amsterdam, Netherlands, a market research firm specializing in packaging. AWA was commissioned to conduct the research for TLMI’s 2007 North American Label Study on the p-s label and product decoration market. This assessment is a summary of that research, with all data updated to the end of 2007. For more information visit www.awa-bv.com.
Serving the Environment

“Going green” has become increasingly popular among converters, suppliers, and end-users as more and more companies have a renewed focus that hasn’t been seen in years on the environmental impact of waste and air pollution. The TLMI Environmental Committee has been further enhancing its long-established programs to help members meet their various goals.

“It’s really all about information and education,” says committee chair Calvin Frost, CEO of The Channeled Resources Inc. “In the last five years, we’ve done some really neat things as a committee.”

The committee brings together environmental experts from TLMI member companies who share their knowledge of regulations, procedures, and new technologies. Through its three subcommittees, its goal is “to serve as a reliable source of environmental, health, and safety legislative, regulatory, and related technical information for the tag and label industry.”

TLMI’s Liner Recycling Subcommittee originally was established to develop a liner waste recycling program for members that will benefit the environment, the converting industry, and end-user packaging companies. Frost says the name and scope of that subcommittee soon will be changed to Recycling “because there are so many aspects of our business that we need to focus on, not just liners, matrix, et cetera.”

The Health & Safety Subcommittee provides information to members regarding safety and health issues in the workplace. Its most recent initiative is the “Safety Guard Contest,” which will recognize the three most innovative and effective guards as determined by press manufacturers themselves. The subcommittee received 12 entries, with the winners being announced at Labelexpo Americas this September.

The Recycle Compatible Adhesives Subcommittee, originally established to highlight the benefits provided by environmentally benign pressure-sensitive adhesives, will expand beyond PSAs to include other adhesives that enhance recyclability.

In addition, TLMI began recognizing the efforts of its members in 2003 with the establishment of an Environmental Leadership Award, which recognizes the leadership efforts of member companies that have demonstrated their commitment to good environmental practices.

Most recently, the committee created a task force, which is expected to become a subcommittee next year, to establish uniform standards for environmental “Best Practices,” some of which are major requirements of ISO 14001. The intent of the standard is to assist members in their efforts to address growing pressure from vendors and customers for assurance of environmental excellence. The effort is designed to maximize the amount of value members can realize from implementing environmental best practices with minimal economic investment, while also providing incentives and recognition for members who outperform the standard.

“Like all associations, the more you put into it, the more you get out of it. In our case, the benefits have been much greater than we could have imagined; we’ve developed new applications, and it’s all really been driven by TLMI and the fact that we are so involved in the association.”

Calvin Frost, CEO, The Channeled Resources Group
TLMI Environmental Leadership Award

In 2003 TLMI established an Environmental Leadership Award to recognize the leadership efforts of member companies that have demonstrated their commitment to good environmental practices. All TLMI members are eligible to apply. Candidates must be able to measure environmental benefits quantitatively by at least one of the following: reducing solid waste; expanding a recycling project; recovery of waste or energy; or implementing a new “clean” technology or process.

2007 winners
Fujifilm Graphic Systems USA Inc.
Metro Label of Toronto, ON, Canada

<table>
<thead>
<tr>
<th>Year</th>
<th>Innovative Technology</th>
<th>Plastic Suppliers</th>
</tr>
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<tbody>
<tr>
<td>2005</td>
<td>G-3 Enterprises, Label Div.</td>
<td>Plastic Suppliers</td>
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<tr>
<td>2004</td>
<td>Green Bay Packaging Inc.</td>
<td>Plastic Suppliers</td>
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<td>2003</td>
<td>Ricoh Electronics Inc.</td>
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<td>Process Improvement</td>
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</tbody>
</table>
The Management Ratio report instituted. This study is said to present the only reliable financial statistics available for the tag and label industry.

Gallus markets the first high-speed rotary letterpress.*


Resources

TLMI offers a number of resources designed to keep its members up to date on the latest news, innovations, and technologies affecting the association and the industry as a whole:

**The TLMI website (www.tlmi.com)** Offers up-to-date information about the association, its members, and events, as well as links to and information about other industry resources.

**TLMI ILLUMINATOR**
A bi-monthly publication reporting on ongoing and future activities and events of TLMI and the tag and label industry as a whole. The Illuminator is available in print and by e-mail and can be downloaded from the TLMI website.

**The North American Label Study**
Published every three years, this comprehensive study reports on those forces that are shaping the North American label industry, including a forecast for three years. The study targets label converters, industry suppliers, and end-users. It provides a benchmark containing accurate and relevant research market data and knowledge to assist industry leaders in making business decisions critical to their growth and profitability.

**TLMI Glossary of Terms**
This hardcover book contains more than 900 definitions from A to Z of the most frequently used terms in the pressure-sensitive label industry. The glossary was developed in the early 1990s by members of TLMI and as a tool for employees to enhance their understanding of the industry.

**Index & Trend Report**
A quarterly report provides independent and relevant industry data to supplier and converter members for decision-making and long-term planning. It links quantitative data (including the Roll Stock Report and converter quarterly trends data) with a broader economic scope to interpret and highlight key trends.

**Products & Services Guide**
This comprehensive list of TLMI members and the products and services they offer by product type and location is published annually in an industry trade publication.

**They Built An Industry**
Bill Klein’s hardcover book chronicles the birth and growth of the label industry. It was written with the help of Don McDaniel (MPI Label Systems) and has been very popular with members.

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**“First I want to congratulate TLMI on its 75th Anniversary! It is truly a great legacy for future years in the converting industry. As a supplier we are always amazed at the unique designs that are on display at the awards dinner. Who thinks up these designs? It is truly a remarkable feat year after year. Our association with TLMI has exposed us to many companies in the tag and label industry that we now have the privilege of calling customers. We are pleased to be a working partner with this excellent organization and we wish TLMI many more years of success in the future.”**

Raymond A. Buisker, Chairman, Accuweb Inc.

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**COMMITTEES**

- **Communications Committee**—Increases visibility of TLMI and member companies; develops trade journal advertising, press releases, and public relations programs.
- **Environmental Committee**—Educates members and sponsors research—at times in collaboration with similar printing industry committees—on current data that impact environmental and health and safety areas.
- **Industry Trends Committee**—Addresses new markets and technology trends with value.
- **Technical Committee**—Sponsors a bi-annual technical conference covering such subjects as inks, adhesives, facestocks, and dies; and updates the TLMI Glossary of Terms for Pressure-Sensitive Labels.
- **Membership Committee**—Recruits new and retains current members and implements new membership benefits.
Suppliers of the Year

To honor and recognize individuals for their volunteer service and dedication to TLMI and the industry, the association has presented a Supplier of the Year award since 2003.

Converters of the Year

Presented on an annual basis, the Converter of the Year Award honors and recognizes a member of the converting industry who over decades has made an extensive contribution to the North American narrow web marketplace and who has additionally demonstrated an unwavering commitment to TLMI.

“TLMI has a proven system that provides a structure within which suppliers and converters can exchange ideas not only for their mutual benefit but for the good and long-term health of our industry. Since our joining TLMI we have never looked back, and I am proud to have been a part of this valuable forum for ideas and thought exchange between members to improve and advance our industry.”

Ferd. Rüesch Jr., Vice Chairman of the Board/Key Account Manager, Gallus Ferd. Rüesch AG
Annual Awards Competition

For more than 25 years, TLMI has conducted an Annual Awards Competition—and competitive it is! The number of entries has grown each year since the competition was established.

Designed to recognize and stimulate innovative printing and technical achievement by its members, the competition presents awards in 21 categories including the coveted Best of Show, chosen from among all first place winners. A special Innovator Award recognizes new technology and/or product development that represents a breakthrough in the tag and label industry.

Here is a look at the past five Best of Show winners.

2007 | Taylor Made Labels, Lake Oswego, OR, earned the top prize with its Symbion Wine Bottle & Neck Label. It was entered in the category of Wine & Spirits—Flexography/Letterpress (color process–prime). The label features ultraviolet (UV) flexographic inks, four-color process with two spot colors, embossed printing, and two spot overprint varnishes as highlights on 60# gloss, pressure-sensitive stock. It has a unique die-cut as well. Photopolymer plates and 800- and 900-line screen anilox rolls are used.

2006 | G-3 Enterprises, Modesto, CA, converted the Bridlewood-Blue Roan Syrah label in the category of Wine & Spirits—Flexography/Letterpress (line and screen/tone-prime) for its best of show entry. The most difficult challenge was that of uncoated stock, which required a fairly heavy laydown of black without closing in the fine type. Using a 200-line screen, the label was printed rotary screen at 250 fpm.

“Over the years, TLMI has been an invaluable resource for RotoMetrics. The many benefits associated with membership far outweigh the cost of being a part of the industry’s premier organization. Through its various meetings, TLMI creates the platform for both suppliers and converters to share solutions in an effort to collectively grow the label and packaging industry. Networking in this fashion is a priceless tool that has allowed RotoMetrics to remain at the forefront of manufacturing precision rotary tooling.”

Gary Smith, VP, RotoMetrics

2005 | Dow Industries, Wilmington, MA, earned best of show for its work on the Victoria’s Secret Love Spell Hairspray. Entered in the Multi-Process category, the customer’s objectives for this label were good opacity and the highest quality graphics possible. The amount of detail in the image needed to be exceptionally sharp and vibrant. This was accomplished through a totally digital workflow. A special mixture of magenta and rhodamine is used to enhance the purple. This label uses six colors, run two-color rotary screen and four-color HDUV flexo at 150 fpm with a 175-line screen. The award-winning label is applied to a brushed gold aerosol container.

ANNUAL AWARDS continues on page 20
ANNUAL AWARDS continued from page 17

2003 | McDowell Label & Screen Printing, Dallas, TX, took best of show for its Frosted Marshmallow label, which was entered in the Multi-Process (line and screen/tone–prime) category. To achieve the label’s 3-D “frosted” look, the converter uses a 175-line screen, UV flexo inks, with a rotary screen print white, plus a special raised patterned UV topcoat on a clear film.

2004 | Tapp Technologies Inc., Langley, BC, Canada, proved to be the top prize winner for its Nickel & Nickel Zinfandel wine label, entered in the Wine & Spirits (offset color process–prime) category. The converter faced the challenge of foil stamping over foil, and the die-cut was difficult to maintain. The processes used to create the label include 330-lpi four-color printing with extra black; gold and black foil stamping over foil, and the die-cut

The laser-engraved anilox roll is developed.*


THE TLMI EUGENE SINGER AWARDS

The TLMI Eugene Singer Awards, given since 1986, honor companies for excellence in business management as measured and defined by an established set of growth and profitability ratios through the TLMI Management Ratio Study. Four awards are given each year in four company size categories: small, mid-range, medium, and large.

Eugene Singer Awards

The TLMI Eugene Singer Awards, given since 1986, honor companies for excellence in business management as measured and defined by an established set of growth and profitability ratios through the TLMI Management Ratio Study. Four awards are given each year in four company size categories: small, mid-range, medium, and large.

2007 Coast Label Co.—small SpectroGraphics Inc.—mid-range Consolidated Label Co.—medium Belmark Inc.—large
2006 Stoxon Labels—small Luminer Converting Group—mid-range Consolidated Label Co.—medium Belmark Inc.—large
2005 Stoxon Labels—small LGInternational—mid-range Consolidated Label Co.—medium Belmark Inc.—large
2004 Stoxon Labels—small Taylor Made Labels Inc.—mid-range Consolidated Label Co.—medium Belmark Inc.—large
2003 Driscoll Label Co.—small Consolidated Label Co.—mid-range GraphicSolutions Inc.—medium Belmark Inc.—large
2002 Tech Tag & Label Inc.—small Consolidated Label Co.—mid-range

“TLMI has been a cornerstone for Mark Andy. The fellowship and camaraderie have allowed not only me—but our entire company—to build everlasting friendships that have helped foster success for Mark Andy and promote welfare across the entire industry.”

Roy Webb, National Sales Manager, Mark Andy Inc.
TLMI announces Converter of the Year award. (See page 16)

1987

World Label Assn. Awards program initiated, a joint effort with TLMI, FINAT, and the Japan Label Printing Federation. This competition recognizes the highest quality of label printing in the world.

1989

TLMI Scholarship Winners

TLMI awards ten scholarships each year: Six awards of $5,000 each are given to four-year students, and four awards of $1,000 are given to two-year students.

“Congratulations TLMI for 75 years of educating, entertaining, and expanding our industry. We have lasted through a few challenging periods and have survived and prospered together. The personal relationships I have made while being in TLMI for over 40 years have enriched my life. Thanks and congratulations TLMI on your 75th anniversary. Keep it going.”

Richard Schwartz, Chairman, Aladdin Label (TLMI President 1989-1990)

2007-2008 TLMI SCHOLARSHIP WINNERS

Four-Year Students
Netti Lynne Barnhart–Senior (J.P. Buckley Memorial Scholarship)–Western Michigan Univ.
Sarah Bates–Junior–Univ. of Central Missouri
Kristin Le Belt–Junior–Western Michigan Univ.
Ryan Uebelhor–Senior–Vincennes Univ.

Two-Year Students
Brandon McDavid–Vincennes Univ.
Jillian Miller–Fullerton College
Timothy Myers –Fox Valley Technical College
The “Created With Pride” quality campaign is launched to increase customer awareness of TLMI members as quality label houses.

TLMI becomes “self-managed;” moves to Iowa City, IA.

1990

Conferences, Meetings, and More

TLMI holds two meetings each year—exclusively for members—that are designed to provide attendees with valuable information they can put into practice when they return to their companies.

Held at premier venues, these meetings feature top-notch speakers who can educate and motivate members to better plan for the future growth of their companies. They also provide excellent networking opportunities for members to share their unique knowledge of the challenges faced and opportunities available to the industry as a whole.

The Annual Meetings, held each fall, are open to both converter and supplier members. Highlights of those meetings include the winners of the Annual Awards Competition, the TLMI Supplier of the Year Award, and the Environmental Leadership Awards.

The Converter Meetings, held each spring, are reserved exclusively for members engaged in the manufacture of tags and labels. The prestigious Eugene Singer Awards, which honor the “Best Managed” converter member companies, are presented at the Converter Meeting.

In addition, the association holds biannual Technical Conferences, open to members and non-members alike, which address the challenging and often complicated technical issues facing the label converting industry today.

The 2008 Annual Meeting—celebrating the association’s 75th anniversary—will be held October 19 to 22 at The Breakers in Palm Beach, FL.

For more information visit www.tlmi.com.

1991

President George H.W. Bush recognizes TLMI president-elect Pat Patrick in a White House ceremony acknowledging the TLMI ALLIES program (American Label Leaders Involved in Eradicating Substance Abuse).
“TLMI has exposed the companies I have been associated with—and me—to significant profit opportunities in the areas of technical advancement, management acumen, and business relationships. This exposure came as a result of the twice-a-year meetings and the interaction with other members. I want to thank TLMI for the opportunity to make so many lasting friendships with other members over the past 20 plus years. Best of luck for the next 75 years.”

Thomas Cobery, President, Aladdin Label (TLMI President 1996-1998)
Shipping Program
Adds Real Benefits
To Members

TLMI's newest benefit, the Shipping Program, allows members to receive discounts on an array of shipping services with some of the most prominent carriers in the industry. Through 1-800-MEMBERS, TLMI members can receive guaranteed next-day delivery, reliable ground delivery, international express services, less-than-truckload freight, and domestic and international air freight.

Carrier participants include Yellow Transportation, Roadway Express, UPS Supply Chain Solutions, DHL, USF, and New Penn. By utilizing the program, members can save at least 52% with Yellow and Roadway on North American LTL freight; 20% on international air freight and 45% on heavy North American air freight with UPS Supply Chain Solutions; up to 25% with DHL on express air, ground, and international services; and at least 52% with USF and New Penn on regional, next-day less-than-truckload freight services throughout the US and parts of Canada.

Through this unique partnership, members can save on shipping costs whether they are shipping envelopes, packages, and/or heavy freight—and TLMI makes this an easy benefit for members to use.

To take advantage of these savings or to learn more about the TLMI Shipping Program, visit www.1800members.com/tlmi.
Credit Card Program

“Just Delivers”

In partnership with Chase Paymentech, TLMI’s Affinity Program offers members specially negotiated rates for a comprehensive credit card processing solution. Members pay no authorization or transaction fees, no application, conversion, or annual fees, and they receive comprehensive reporting and 24-hr service and technical support.

“Like so many small, annoying parts of running a business, credit card processing really doesn’t matter much, until something goes wrong,” explains Scott Pillsbury, president of Rose City Label, Portland, OR. “We have been very happy with the TLMI Affinity program. The service is excellent, the rate is competitive with what we can get through our bank and other third-party processors, and TLMI gets a commission based on our participation. Having the TLMI group behind us gives us more clout if we ever have an issue that needs to be resolved. It has been a 100% win-win for our company.”

“It was a chance to participate with TLMI, and there were some cost savings to it,” adds Brian Gale, chief operating officer of I.D. Images, Brunswick, OH. “We’ve saved over 15% with the TLMI credit card program, [and] the transition was seamless to our customers. It is one of the many benefits we’ve gotten since we joined TLMI.”

Thomas Dahbura, VP of Hub Labels, Hagerstown, MD, says, “The credit card program just works. It shouldn’t be something that you need to manage, and this program is a TLMI program that delivers!”
TLMI and its member companies reach an initial goal of donating 1 million frequent flyer miles to the Make-A-Wish Foundation.

Third edition of the North American Label Study released.

1998

TLMI/FINAT hold third joint meeting in Palm Beach, FL.

2000

Members of the Board

John Hickey (TLMI chairman of the board), is owner of Smyth Companies, Inc., St. Paul, MN.

Francis D. Gerace (TLMI chairman elect), is CEO of Multi-Color Corp., Cincinnati, OH.

Art Yerecic (TLMI vice chairman), is president of Yerecic Label, New Kensington, PA.

Scott Pillsbury (TLMI past chairman) is president of Rose City Label Co., Portland, OR.

Cheryl Caudill is graphics manager for Multi-Plastics Inc., Lewis Center, OH.

Thomas H. Dahbura, is VP of Hub Labels Inc., Hagerstown, MD.

Jeff Dunphy is president of Design Label Mfg. Inc., East Lyme, CT.
TLMI reaches milestone of raising $500,000 for Scholarship Fund.

Fourth edition of the North American Label Study released.

TLMI revises Standards Manual.

2001

Mike Martin is president of LGInternational, Portland, OR.

Michael Falco is president of Topflight Corp., Glen Rock, PA.

MEMBERS OF THE BOARD continues on page 28
Gary Smith is VP of sales for RotoMetrics, Eureka, MO.

TLMI Supplier of the Year Award established. (See page 16)

TLMI Environmental Leadership Award established. (See page 12)

Get Sales Now Program established.

Fourth TLMI/FINAT meeting held in Austria.

Group Health Insurance Program established.

2003

Dave McDowell is president/CEO of McDowell Label & Screen Printing, Plano, TX.

Michael Ritter is VP of Superior Business Assoc., Greeneville, TN.

Dominic Zaccone is executive VP of GSI Technologies LLC, Burr Ridge, IL.

Shahriar Ghoddousi is vice chairman & CEO, The John Henry Co., Lansing, MI.

Randy Wise is president of Century Label Inc., Red Oak, TX.

Gary Smith is VP of sales for RotoMetrics, Eureka, MO.

John Bennett is VP, Product Identification Business Team, FLEXcon Co. Inc., Spencer, MA.

MEMBERS OF THE BOARD continued from page 27
Reflections of a Leader

By Scott Pillsbury, President, Rose City Label Co. (TLMI President 2004-2006)

As I reflect on the things TLMI has done for this industry, I am very proud of what we have accomplished as an association. From my perspective as a second-generation family business owner, I have seen how TLMI has evolved from a very cordial “gentlemen’s club” into a vibrant, fully energized group of business professionals. My father, who was a member of TLMI from 1978 to 1998, would have never imagined that we would hold powerful meetings with people taking notes on their laptops—hanging on every word from the speakers!

Despite those changes, the relationships with key suppliers and peers are still the most valuable part of TLMI. Being able to brainstorm with a friend in the same business, located out of your local area, is a benefit that no other association offers. As our business becomes more and more technical and specialized, it is no longer possible to be a “general purpose label printer” and survive. You have to focus on your key strengths and provide other products and services through strategic alliances. This, again, is a key area that TLMI provides—networking with other business owners that have products to complement yours and help you more fully serve your customers. Now more than ever, TLMI membership is a smart business decision for all label converters and suppliers.