

CONVERSIONS

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WINDMOELLER & HOELSCHER CORPORATION

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Announcing Our Latest Flexo Press: PRIMAFLEX CM 10

W&H first revealed the PRIMAFLEX CM and CS 8-color presses to the market at DRUPA '04...

...but now, less than two years later, we have enhanced the model range to add 10-color capability, as well as increased maximum speeds.

The PRIMAFLEX CM 10 is an evolution of the 8-color PRIMAFLEX CM press. While printing widths and repeat lengths remain unchanged from the 8-color model, the new PRIMAFLEX CM 10 press features 10 color decks, as well as increased speeds of up to 1,300 fpm.

"Our biggest market, North America, demands 10 colors," says Hans Deamer, President of W&H North America, "So it was logical to develop a 10-color version of this very nice machine to meet the needs of our customers here."

The PRIMAFLEX CM 10 is currently available with printing widths of 40" and 50", and will soon be offered with 57" widths.

The PRIMAFLEX CM 8 range has also been extended to include an 8-color version with a 41" maximum repeat length.

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The new PRIMAFLEX CM 10

PRIMAFLEX C - The Most Successful Flexo Press Introduction in W&H History

35 Presses Sold Since DRUPA 2004

"The PRIMAFLEX is a sweet little press," comments Hans Deamer, W&H Corporation President, "it incorporates all the experience we've gained with 3 generations of sleeve presses, wrapped up in an attractively priced, straightforward package."

The direct drive PRIMAFLEX C completes the W&H range of central impression flexo presses. Both the PRIMAFLEX CM and CS presses offer top-notch W&H performance at an attractive price, allowing short runs to be produced very cost-effectively.

...and the press's rapid success has been gratifying—so, thank you to all our PRIMAFLEX customers for making the PRIMAFLEX C the most successful flexo press launch in W&H history!



PRESIDENT'S CORNER

By HANS DEAMER

MY DAUGHTER'S WEDDING

My daughter, Sacha, got married on October 8th to W&H Corporation's North American Service Manager, Christoph Stein, who is based here in Rhode Island. Many of our readers know Christoph, who was previously employed at our Training Center in Lengerich, Germany, where he was responsible for training our customers' press operators and maintenance personnel on all types of W&H presses. Sacha and Christoph hit it off immediately when they first met at one of WHC's Christmas parties as they both have friendly, outgoing personalities and a similar broad sense of humor.

We held the wedding at an up-scale Italian restaurant in Providence with only about 50 or so guests. Several of Christoph's friends from Germany flew over for the ceremony while some from W&H Corporation were also there as was our retired president and good friend Jim Feeney, and his wife Sandy.



Mr. and Mrs. Stein

DISASTERS!

After a long, hot and dry summer, the day of the wedding was the first of

more than ten days of rain and flooding in the Northeast, so plans to have the wedding outdoors had to be changed. The weather was just the start!

The carefully laid plan was for my wife Jackie and Sacha to get ready for the wedding in a room at the downtown Providence Westin Hotel, which is close to the restaurant booked for the ceremony. I was to get my six year old grandson, Jake, dressed up in his suit at home and then drive my antique 1957 Jaguar to the restaurant, drop Jake off, then pick up Sacha at the hotel to bring her to the restaurant in grand style for the ceremony. Half way to Providence, with Jake in the Jaguar, the car suddenly broke down in the pouring rain. So there I am, standing under the hood, trying to



1957 Jaguar "Wedding Car"

find the problem, getting soaking wet while Jake started to panic a little and began to cry, " what's going to happen granddad?" I quickly isolated the problem to ignition failure but there was nothing I could do to fix it right there and then.

Luckily, some other wedding guests on their way to the restaurant spotted my car and stopped. They took Jake to the wedding while I stood in the rain briefly considering whether I should go too, or stay and look after my precious car. I quickly came to my senses and went to the ceremony, which had to be delayed by an hour, not only because of the car breakdown, but also because Sacha's hairdresser had turned up more than an hour late!

Anyway, the ceremony went off beautifully as you can see from the photographs. After the ceremony but before dinner, I highjacked one of the guests with an SUV and we quickly drove back to the Jaguar, stopping first at Home Depot to buy a tow rope. In the still pouring rain, I got covered in oil, mud and water, attaching the rope and getting the car safely home into the garage. We even had a flashing light police escort all the way, as they had stopped when they found the old car sitting forlornly at the roadside.

We made it back to the wedding just as our guest's were finishing the appetizers.

The wedding was otherwise very successful and the restaurant did a fabulous job in organizing the event.

Mr. and Mrs. Stein along with Jake have moved into their 100 year old house, which is cute although Christoph will now have to spend many happy hours completing renovations.



Sascha, Christoph and Jake

DAVID LANCE

On a much sadder note and as reported elsewhere in this issue, we recently lost our technician, Dave Lance, after a long fight with cancer. This terrible disease really is all around us and we are all aware of its horrible effects. While much research into cures for cancer continues, it will be a long time before this scourge is eliminated. Our sincere condolences go out to Dave's wife Susie and his family.

W&H People In The News

IN MEMORIAM

DAVID LANCE
3 June 1942 - 4 Sept. 2005



We mourn the loss of our service technician and good friend, Dave Lance, who sadly passed away after a

long struggle with cancer this past September. Dave was with us for 9 years at W&H. Our hearts go out to his wife Susie and his family. Dave will be greatly missed.

KLAUS HAARLAMMERT ...25 Years at W&H

Klaus has been with W&H for 25 years now... and he's just 40!



Klaus celebrates the occasion

He began his W&H career in Lengerich, Germany at the age of 15 as an apprentice and today works as a press assembly specialist. W&H Corp. was fortunate enough to have Klaus work with us in Lincoln, RI during the past four years. Klaus, here's to another 25!

ROGER HEWSON - *Receives Leo Shluker Award from CFECA!*

The California Film Extruders &

Converters Association (CFECA) has presented Roger with the Leo Shluker Award. This award is granted annually to an individual who has made a significant contribution to the industry.

Roger Hewson is W&H's western Regional Sales Manager. His relationship with W&H began through his father, Roger Hewson, Sr., who starting selling our equipment as a distributor in the early



Congratulations Roger!

1970s. In 1985, on his father's death, Roger Hewson, Jr. took over the business and eventually joined W&H Corporation in May 2004 as a direct employee.

NEW EMPLOYEES

Ron Kahley



Ron joins the W&H Corporation team of Field Technicians, focused on all mechanical aspects of our printing

presses. He brings plenty of industry experience derived from

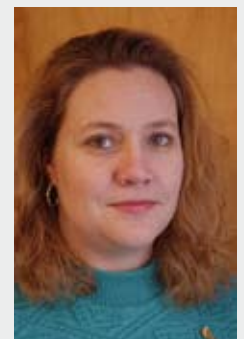
his prior positions in technical support and process improvement at American Fuji Seal, and also as Lead Press Man with Cryovac in Rochester, NY. Ron currently lives in Bardstown, KY. We welcome Ron, his wife Karen, and his children Cody (6) and Brennan (4).

Dawn Lafontaine

Dawn is certainly no stranger to W&H. She has been with us since

December 2004, having arrived through a temporary agency to assist in our accounting department.

Now, she joins W&H Corporation as a full-time employee. We welcome Dawn, her husband Jeff, and her children Bethany (12) and Jeffrey (10).



What's NEW at W&H

Hood Packaging Increases Efficiency with Massive W&H Investment

Includes: PB 2555 pinch bottomer, two AD 8310 bottomers, two TRANSYSTEMS and two ARCOMAT 2 palletizers



W&H's AD 8310 bottomer

Hood Packaging of Madison, Mississippi, a long-time W&H customer, has embraced the commitment to increase production efficiency and lower operational costs. Realizing a substantial investment in new equipment would be essential in accomplishing this objective, it was only natural for Hood to once again approach W&H as its long-time supplier. "It is our confidence in their products," states Manufacturing Vice-President, Gene Schneck, "that brought us back to W&H."

Just now, Hood is finishing up installation of a wide range of W&H Multiwall equipment, including the PB 2555 pinch bottomer, two AD 8310 Bottomers, two TRANSYSTEMS and two Arcomat 2 robot palletizers.

The TRANSYSTEMS will be used downstream of the PB 2555 bottomer and an existing PB 2550 to feed sack packets to the ARCOMAT 2 robot palletizer. Utilizing the ARCOMAT 2's automated high quality stacking

capability, packet frequency is increased to 25 cycles/min.

Hood Packaging designs and manufactures a wide range of plastic and paper packaging products. Its investment in W&H equipment will target growth markets that Hood Packaging Corporation already

has major market share in. The equipment will also allow the company to offer new and improved products at competitive prices to its customers.

The new pinch equipment will be installed in Hamlet, North Carolina. The Hamlet plant will then have two completely automated pinch lines, lending it the capability to tube, bottom and palletize pinch sacks in a single operation. Hamlet currently runs four pinch bottomers, bringing Hood Packaging Corporation's total to seven W&H pinch bottomer lines serving the North American market.

The Monticello, Arkansas plant will have the AD 8310 bottomers installed with automated systems, as well as multiple valve units and bottom patch capabilities. Once the machines are up and running, the Monticello plant will have the leading edge technology in pasted valve sack product capability. Hood Packaging Corporation to-date operates seven automated pasted valve sack lines serving Central and Western North America.

The new PB 2555 pinch bottomer processes flat and side gusseted tubing into open mouth pinch bottom sacks, resulting in bags with ultrasonically sealed mitered corners.

The AD 8310 bottomer is W&H's latest high performance mid range pasted valve bottomer with a production speed of up to 300 sacks/min.

The TRANSYSTEMS automated material flow system links several steps in the multiwall production process. It relieves personnel of monotonous and strenuous labor, frees up factory floor space, and protects intermediate and finished products from damage caused during in-house handling and transport.

QUOTES:

"Success is a lousy teacher. It seduces smart people into thinking they can't lose."

- Bill Gates

"Better to remain silent and be thought a fool, than to speak and remove all doubt."

- Abraham Lincoln

"Being smart can keep you from being wise. Logic is the biggest deterrent to awareness."

- Malcolm Bricklin

"Opinions cannot survive if one has no chance to fight for them."

- Thomas Mann

"Happiness makes up in height for what it lacks in length."

- Robert Frost

"Let us never negotiate out of fear, but let us never fear to negotiate."

- John F. Kennedy

What's NEW at W&H

W&H's Award-Winning RSP (Register Scan Preset) Technology for Gravure Printing

The newly patented RSP (Register Scan Preset) system is W&H's latest technical achievement in gravure technology. While new to the market, we are proud to report that it has already been honored by the Packaging and Label Gravure Association (PLGA), who recently presented it with the 2005 PLGA Technical Award.

This technology automatically laser scans each gravure cylinder at every print station to establish initial mechanical register. Thereafter, the precise web path length is measured automatically—print nip to print nip—while taking all variables (from web elasticity and temperature to impression roll diameter and many other factors) into consideration.



Hans Deamer Receives the PLGA Award

Upon collecting this data, the RSP system precisely pre-registers each cylinder to enable an exact start-up register.

W&H's RSP technology is available on our newest range of HELIOSTAR G gravure presses.

TIDBITS: "What We Eat"

- According to Domino's Pizza Inc., Americans eat approximately **100 acres of pizza** per day, or 350 slices per second.
- All the **chickens** grown for Pilgrims Pride Corp. last year would cover **30 square miles**.
- According to Campbell Soup Co., Americans consume more than **10 billion bowls of soup** each year.
- Landry's Restaurants Inc. servers **7 million pounds of crab** per year.
- Fresh Del Monte Produce, Inc. sells about **156 million pounds of fresh cut fruit and vegetables** globally each year.



REINHOLD's Production Efficiency Boosters

No-Fold Back Roll-Start

By using our patented knife-in-the-drum technology, every roll start will have a perfectly square cut and no film folded over on itself. This feature is of particular value where rolls of film will



No-Fold Back Roll-Start

be run through a flying splice unwind feeding FFS form fill and seal or other converting processes.

Trim-less slitting of multiple-up rolls

By fitting dual driven banana rollers after the knife slitters on our winders, the separate webs start diverging at the first banana roller. The second banana roller arrests the spreading and results in the multiple-up webs running parallel with gaps in between ready for winding on multiple cores. No bleed trims are taken which is of particular value on non-recyclable co-ex EVOH structures.

Laser Core Aligners

Having achieved the spaced multiple-up rolls above, we need to accurately position the roll cores to avoid scrap due to incorrectly positioned film on the cores.

The solution here is multiple laser Core Aligners. The laser beams are adjusted to just catch the edge of the multiple film webs in the winder. This then throws a set of fine laser lines onto the winder shaft to enable the operator to accurately position the cores without using a tape measure.

Roll Terminator

Frequently, a processor will scrap a few wraps of film after a roll change due the film flying loose after the cut and index. The Roll Terminator applies a tack of adhesive to each of the multiple-up webs to close off the end of the roll and stop any accidental unwinding. If the process requires a laboratory sample to be cut off the end of the rolls, the tack point can be set 2 or 3 feet into the rolls.

For more information, contact David Beddus at BeddusReinhold@aol.com or call: (978) 282-0343.

EXTRUSION Feature

Atlantis Plastics Installs 5-layer VAREX Extrusion Line

A market reputation for premium quality and high efficiency was the deciding factor for Atlantis Plastics

“To gain new business with converters, we knew that we had to have the finest film extrusion equipment available and we were certain that W&H could meet our requirements,” states Brad Bastion, Director of Marketing for the Custom Films Division. Bastion affirms that it was Windmoeller & Hoelscher’s renowned industry reputation for equipment that produces the best quality films that convinced first-time customer Atlantis Plastics to buy W&H.

The 5-layer VAREX line purchased by Atlantis commenced operation



Atlantis Plastics' newly-installed 5-Layer VAREX

in November 2005 and is now up and running in a new building addition at the company’s Cartersville, Georgia plant.

Atlantis Plastics, Inc. is a leading U.S. manufacturer of polyethylene custom films, stretch films and molded plastic products used in a variety of consumer and industrial applications. The W&H extrusion line was purchased to enhance the company’s Custom Films Division and create additional high quality capacity.

“One of the focal points of our multi-year strategic plan is to grow share in the converted flexible packaging film market,” states John Iacobucci, Vice President and General Manager for Atlantis Plastics Custom Films Division, “Our new W&H 5-layer line represents one of the key elements in our strategy enabling further growth with converters.”

Bastion further explains that the competitive environment in converter grade films dictates high levels of performance, quality and efficiency from film substrates. He maintains that the W&H line clearly delivers on these premium requirements. Furthermore, he cites sheet flatness, roll conformation, 5-layer flexibility and large roll diameters as critical high-end features, as well as



The new addition at Atlantis Plastics—home to its first W&H extrusion line

the line’s overall reliability and effortless operation. Bastion was also pleased with W&H’s ability to modify the line to meet the company’s requirements.

“Atlantis utilized all the standard components, but needed a specialized die. W&H was able to accommodate them with a highly-customized die tailored to their exact specifications,” explains Jim Ciolino, W&H’s Sales Manager for Extrusion Systems.

The 5-layer VAREX extrusion line features the Maxicone multi-layer die for 5-layer film and the Optifil P2 system for thermal gauge profile control.

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