

2005 Corrugated Packaging Conference

9/26/2005 - 9/27/2005

Caesars Palace

Profits: One Step at a Time

9/26/2005 Session: 1	9:00:a.m. - 9:45:a.m. Keynote Address - What in the World is Happening?
	Mr Pratt will examine the state of the International corrugated industry, including the emergence of China as a world force in packaging and outline what the industry needs to do to stay competitive in an increasingly dynamic global market <u>Keynote Speaker</u> Richard Pratt, Visy Industries
9/26/2005 Session: 2	9:45:a.m. - 10:15:a.m. CPD Awards and Scholarship
	<u>Session Chair</u> James G. Wegemer, Sun Chemical Corporation
9/26/2005 Session: 3	10:30:a.m. - 12:15:a.m. Lock Out Tag Out Working Safely is No Accident!
	Has the machinery in our workplace been adequately safeguarded against accidents? As managers, this is a question we should ask ourselves everyday. The effects of an on-the-job mishap can devastate employees and jeopardize the success of a business. Working in a safe environment should be of utmost importance to all of us. In this session, we will examine existing LOTO regulations as they apply to machinery in our industry, review the details associated with implementing and maintaining current LOTO applications, and explore ways to better ensure a safe production work environment. This session will provide a forum for integrated companies, independent converters, and suppliers to the industry to learn from the experiences of one another. Don't miss this opportunity to take part in discussions that could lead to identifying the most effectual sole LOTO system for the corrugated industry. Zero Accidents is the Perfect Game...LOTO should be your #1 pitch! <u>Session Chair</u> Walter Dent, A. G. Stacker Inc. Welcome Gary M. Alexander, A. G. Stacker/A. G. Machine
3 - 1	10:33 am Using LOTO to Save Limbs and Lives Jeff J. Pallini, Fosber America Inc., Speaker
3 - 2	10:42 am Summary of LOTO Standards Around the World Michael Harrington, Alliance Machine Systems, Inc
3 - 3	10:58 am Energy Safe Procedures (ESP) Frank E. Cordier, Smurfit-Stone Container Corp., Speaker
3 - 4	11:14 am Safety in Canada Antony S. Orchard, Smurfit-MBI, Speaker
3 - 5	11:30 am Machine Safeguard Key (MSK) and Lockout Tag and Try (LOTT) Gerald Wilhite, Weyerhaeuser Company Mitch Hopping, Weyerhaeuser Company William D. Lewis, Weyerhaeuser Company
3 - 6	11:46 am OSHA: Workplace Statistics, Regulations, Enforcement and Services Frank Barzen, Nevada Div. of Industrial Relations, Speaker

9/26/2005

12:30:p.m. - 1:45:p.m.

Session: 4

What's New Technology Showcase

Discover how a small investment in new technology can yield big results. In this fast-paced session, leading corrugated packaging industry suppliers will present their new innovations or enhancements introduced since SuperCorr Expo 2004. All conference attendees, particularly converters, will want to participate to see the newest technology available to help Reclaim Hidden Profits. Plus, take-home copies of each presentation will be available for reference.

Session Chair

James E. Forrey, CCG

4 - 1 **Improving Profitability with New Surface and Laser Engraving Technologies**

Steve Wilkinson, ARC International, Speaker

To survive in today's box making industry it is vital to improve your profitability. ARC International's innovative approach to new coating and laser engraving technologies has led to the development of new and exclusive products for glue/metering and anilox rolls. This has led to higher speeds, dramatically reduced starch and ink consumption, improved ink and coating release properties and at the same time has improved board and print quality resulting in higher profitability on each run.

4 - 2 **Lift Truck Safety**

James R. Lindsay, Copar Corporation, Speaker

Copar has developed the Pedestrian Alert Safety System (PASS)

The PASS uses lightweight radios to alert lift trucks that there is a pedestrian in the area even though the pedestrian cannot be seen. It will even warn of another truck in the area to avoid collisions.

4 - 3 **Sage Automation Bundle Unitizer**

Randy Beller, Sage Automation Inc., Speaker

Sage Automation Inc., an innovative leader in robotic material handling, introduces the next generation of corrugated bundle unitizing systems. The new unitizing system's modular design places bottom sheets, then automatically squares and unitized flat or tapered bundles, loose or tied, at a rate of up to 20 bundles per minute.

4 - 4 **CR 2020 - A Lean Manufacturing Solution**

Steve Biller, MarquipWardUnited, Speaker

MarquipWardUnited introduces a LEAN manufacturing process for the die cutting and printing of corrugated. Our CR2020 Continuous Run High Board Line Printing/Die Cutting System offers end users the capability of totally setting up one job while the other job is running INCLUDING both the die cut and print cylinders.

4 - 5 **Emveco Model GP 75 Caliper Gauge**

John J. Brennan, Lorentzen & Wettre USA Inc., Speaker

Emveco, a division of Lorentzen & Wettre USA, Inc., is pleased to announce its newest caliper the GP-75. The GP-75 is designed to be an accurate economical, manually operated caliper. It is equally at home out on the operations floor or in a laboratory.

4 - 6 **A Solution to Stickies Control for Paperboard Mills Using Recycled Fiber**

Jordan C. Kortmeyer, Luzenac America Inc., Speaker

Paperboard mills producing a variety of heavy and lightweight grades from recycled fiber can have increased downtime from stickies build-up on dryer cans and fabrics. Cationized Mistron Talc can reduce machine downtime by detackifying the stickies and preventing their deposition on machine equipment.

4 - 7

Digital Dieless Converting for Digital Printing Operations

Mark Vanover, Esko-Graphics, Speaker

This presentation will inform TAPPI members of the business opportunities in digital printing and digital dieless converting. Small quantity runs of packaging, POP and signage are required for prototyping and test marketing to assure the proper market impact as new consumer products are introduced. Consumer product companies are faced with fierce competition and need to get new products to market quickly to keep and build market share.

The main topic covered and of interest for TAPPI members will be a complete end-to-end look at the economics of digital printing and dieless converting. With an overview of new digital print technologies, the focus will change to the capabilities of digital dieless converting and how the combination of both will expand the TAPPI member's business opportunities.

4 - 8

Temperature Displays

Michael Mastandrea, CPS Corrugator Process Services, Speaker

This product uses temperature measuring devices and displays to give an operator instant feed back of paper temperature. It is easily installed by the plant and rugged for the environment. The ability to move forward with more detailed data base information makes this product a quick R.O.I. With a quick look the operator can make an instant decision on production and quality issues and correct them.

9/26/2005

2:00:p.m. - 3:00:p.m.

Session: 5

Enhancing Profitability Through Procurement

Enhance your understanding of the basics of capital expenditure and the principal concepts involved in procurement. This informative session is appropriate for buyers and sellers as well as those who make recommendations or influence the purchase of equipment. Participants will learn how to evaluate, qualify, and justify purchase decisions.

Plus, all attendees will take home an analysis of the key points of procurement.

Session Chair

Cameron Wright, Printech

5 - 1

Pre-evaluation of Current Business Situations

5 - 2

Technical Feasibility/Engineering Evaluation

5 - 3

Financial Implications and ROI – Discounted Cash Flow

5 - 4

Vendor Negotiations/Performance Criteria

5 - 5

Post Installation Evaluation

5 - 6

Case Studies from Actual Plant Personnel

Flexo Dryer

James L. Luce, Bay Machinery Corporation

Warren K. Bird, JB Machinery Inc.

Flexo Glue Wheel

Paul J. Hrubesky, Fosber America Inc.

Theodore J. Hartka, SUN Automation Group

Ink Kitchen

James G. Wegemer, Sun Chemical Corporation

Bundle Breaker

Paul J. Hrubesky, Fosber America Inc.

Theodore J. Hartka, SUN Automation Group

9/26/2005
Session: 6

3:00:p.m. - 4:45:p.m.
Maximizing Profitability by Optimizing Package Performance: ECT & Light Weight Considerations

Maximizing box plant profitability requires an understanding of end-use application and the factors that influence package performance. This session will cover paper and packaging issues related to lightweight runnability and end-use performance including the special challenges of manufacturing and converting mini-flute. Regarding performance based packaging, the ramifications of using burst or ECT for package certification will be addressed. The effects of materials and box plant processes on ECT and the ability to predict package performance will also be covered. These topics will be tied to other factors such as environmental influences, intended box lifetime, and end-use to best position the box plant to optimize package performance and maximize profitability.

This session is ideal for plant managers, production managers, R&D Managers, first line supervisors, machine operations personnel, and field technical representatives. Attendees will enhance their understanding of lightweight runnability and performance issues; the relationship between burst and ECT and opportunities to apply these to optimize package performance; and how materials and box plant processes can impact ECT and the ability to predict package performance.

Session Chair

Michael Schaepe, Inst. of Paper Science & Tech.

6 - 1 **Mullen vs. ECT: A Testing Primer**

George A. D'Urso, Georgia-Pacific Corporation, Speaker

This presentation will include a brief history of the two test methods, including how to measure, what they measure, and what applications each has in the packaging world.

6 - 2 **ECT and Box Compression**

Benjamin Frank, Packaging Corp. of America, Speaker

This presentation will discuss how ECT relates to box compression, and where to measure ECT in your process.

6 - 3 **ECT Literature Review**

Roman E. Popil, Inst. of Paper Science & Tech., Speaker

IPST has had active research programs in corrugated board for several decades. Many noteworthy contributions have come from this work such as the McKee equation, contributions by Whitsitt, Sprague, Batelka and others, a prediction formula for ECT based on component strengths, ECT measurement methods, and the effects of crushing and boxplant operations on ECT.

Since the merger of IPST with the Georgia Institute of Technology, general research into the nature of ECT continues at IPST through the Elective Research Consortium program sponsored by participating member companies. Objectives of the research delve into the effects of measurement techniques on ECT and the optimization of ECT through either corrugated structure or component property optimization. The bibliography prepared and reviewed here is part of that research program.

6 - 4 **Forum**

George A. D'Urso, Georgia-Pacific Corporation, Panelist

Roman E. Popil, Inst. of Paper Science & Tech., Panelist

Dwyer J. Griffin, International Paper, Panelist

Benjamin Frank, Packaging Corp. of America, Panelist

Chad K. Thompson, UPS Package & Test Lab, Panelist

All session attendees will take home handouts covering the key elements of the session, learning outcomes, and an Annotated Bibliography of ECT compiled by Roman Popil, IPST at Georgia Tech. The bibliography lists 51 articles regarding ECT and includes a categorization of articles by subject. This bibliography will serve as a highly valuable resource to identify articles addressing ECT issues.

- 6 - 5 **A Link Between Lightweights and ECT**
Michael Schaepe, Inst. of Paper Science & Tech., Speaker
Light weight linerboard has relatively low bending stiffness and this translates to reduced combined-board flexural stiffness. Furthermore, the critical buckling load for linerboard is proportional to the geometric mean of bending stiffness divided by flute spacing squared. Thus, when compression strength exceeds the critical buckling load of linerboard, interflute buckling will occur and ECT strength will be adversely affected.
- 6 - 6 **Bonding Lightweight Boards**
Roman P. Skuratowicz, Corn Products International Inc., Speaker
The special considerations related to bonding when producing lightweight and mini-flute board will be discussed. Topics of discussion include end use, runnability issues, machine concerns, quality control, and next generation concerns.
- 6 - 7 **The Influence of Heat and Moisture Migration on Lightweight and Micro-Flute Board**
Charlie Thomas, MarquipWardUnited, Speaker
This presentation will provide a summary of the various stages of bond formation on the corrugator using a starch based adhesive. Topics of water migration from the curing glue film, and how glue application rates and the quantity of heat transferred effect production speeds and board quality will be addressed. Special emphasis will be placed on the unique challenges associated with the running of light weight liners and micro-flutes, in regard to avoiding blisters and optimizing bond strength, board flatness and printability.
- 6 - 8 **Running Lighter Weights**
Herbert B. Kohler, CSI Kohler Coating, Speaker
How manufacturing equipment, especially the glue machine, impacts runnability and quality of lightweight and mini-flute board is covered in this presentation. The special nature of light weight and mini-flute board that drives the need for innovation will be discussed.
- 6 - 9 **Forum**
Robert L. Nebeling, Consulting Services, LLC, Panelist
Roman P. Skuratowicz, Corn Products International Inc., Panelist
Herbert B. Kohler, CSI Kohler Coating, Panelist
Richard J. Croker, Georgia-Pacific Corporation, Panelist
Charlie Thomas, MarquipWardUnited, Panelist
All session attendees will receive a help sheet regarding lightweight and micro-flute runnability prepared by Rick Croker, Georgia-Pacific. The help sheet addresses sound management practices including preventative maintenance, and operational and quality assurance techniques. The help sheet includes specific recommendations regarding corrugator settings and schedules.

9/27/2005

7:30:a.m. - 8:30:a.m.

Session: 7

Breakfast Roundtable - Leading Diversity and Managing Inclusion in the Corrugated Industry

Leaders in every industry must be interested in developing a diverse organization. Diverse ideas produce better results, and organizations that are inclusive demonstrate fundamental fairness in addition to meeting legal obligations. In this roundtable discussion, key leaders will review data from the corrugated industry on organizational makeup, discuss methods to develop leaders from historically under represented ethnic groups, and discuss how the development of minority leaders can be encouraged.

Roundtable Moderator

Ellsworth Townsend, Weyerhaeuser Company

9/27/2005 Session: 8	9:00:a.m. - 9:45:a.m. Keynote Address - Be the Best You Can Be
	<p>With real-world practicality, Rocky Bleier points out ways to reach new levels of inner confidence. Whether it is career development for corporate executives, enhancing sales and marketing skills for sales teams, offering team leadership advice to managers and supervisors, his delivery is a winner. His message consistently brings audiences to their feet and re-energizes them for personal and work challenges ahead. His advice is not about avoiding life's twists and turns, but conditioning one's self to lean into them and incorporate the resulting energy in realizing goals.</p> <p><u>Keynote Speaker</u> Rocky Bleier</p>
9/27/2005 Session: 9	9:45:a.m. - 10:15:a.m. CPD Awards and Scholarship
	<p><u>Session Chair</u> James G. Wegemer, Sun Chemical Corporation</p>
9/27/2005 Session: 10	10:30:a.m. - 12:15:a.m. Don't Roll the Dice on Safety: Protect Your Workers and Your Bottom Line
	<p><u>Session Chair</u> Richard J. Morrison, Jr., Automated Conveyor Systems</p> <p>Don't Roll the Dice on Safety: Protect Your Workers and Your Bottom Line Jim Stanley, FDRsafety, LLC</p> <p>Find out how implementing a world-class safety program can improve profitability. Former OSHA Deputy Director Jim Stanley will explain how a great safety program will not only keep workers safe but also add to profits and even boost sales. You'll also discover the hidden costs of not providing a world-class safety program. This critically important educational session is ideal for safety managers and plant managers, and anyone who is interested in discovering how a world-class safety program will positively affect the bottom line.</p> <p>Using a real-life case study from his own career, Jim Stanley will demonstrate how he helped AK Steel, one of the world's largest steel manufacturers, implement a world class safety program. Plus, you'll take home a list of the top ten Do's and Don'ts to help you implement your own safety program.</p>
9/27/2005 Session: 11	12:30:p.m. - 1:45:p.m. What's New Technology Showcase
	<p>Find out how you can improve profitability by investing in the newest technology. In this fast-paced session, leading corrugated packaging industry suppliers will present their new innovations or enhancements introduced since SuperCorrExpo in November 2004. All conference attendees, particularly converters, will want to participate to see how the latest technology can help Reclaim Hidden Profits. Plus, take-home copies of each presentation will be available for reference.</p> <p><u>Session Chair</u> James E. Forrey, CCG</p>
11 - 1	<p>Link Splicer Paul J. Hrubesky, Fosber America Inc., Speaker</p> <p>The Fosber Link Splicer is designed to provide reliable splices at paper speeds up to 1400 FPM. The simple single process of breaking, splicing and accelerating with servo technology is vastly improved. This patented process will deliver splice efficiency and reliability on a continuous basis.</p>

- 11 - 2 **Curioni Corrosleeve Fast Flexo Set-Up**
John M. Casson, Curioni USA Inc., Speaker
The flexo printing plate is mounted on the outside of the machine while running the previous job. When the job has been completed there is no need to open the machine. The old order is removed, next order is inserted, and the computer sets the new job.
- 11 - 3 **Improved Converting Productivity with T-Bone Vacuum Transfer**
Richard A. White, Harper Machinery Corporation, Speaker
Harper Machinery's T-Bone Vacuum Transfer section is a separate section that improves productivity- Reduced set up time (eliminates pull rolls/collars), Increases machine speed-Additional space between print sections allows more time for drying; vacuum transfer allows warped board to run at faster speeds, and Improves quality-Reduced ink tracking and improved print registration, of existing converting equipment.
- 11 - 4 **CORRUGRAPH- A New High Boardline Flexo Printer and In-line Die Cutter by KBA**
K. Travers Stavac, KBA North America, Speaker
KBA North America introduces their new high board line flexo printing and in-line rotary die cutter for high quality, direct print on corrugated board, the CORRUGRAPH. Designed ,manufactured, and serviced in the USA.
- 11 - 5 **OM Partners' VMI Solution**
Bart Van De Velde, OM Partners, Speaker
OM Partners presents its new VMI (Vendor Managed Inventory) solution allowing win-win collaboration between supply chain partners.
The solution includes collaborative forecasting, VMI stock policy optimization, stock- and manufacturing-optimized stock replenishment proposals, transport-optimized shipments and integration with order promising, keeping VMI stock levels in line with service level agreements.
- 11 - 6 **Bobst Polyjoiner**
Michael Schenone, Bobst Group Inc., Speaker
The Bobst Polyjoiner consists of two modules that are incorporated into a Specialty Folder Gluer and is designed to perform various functions such as blank joining, superimposition of blanks (Box in a Box), insertion of one or two partitions and blank alignment. The modules double as a conventional feeder and blank aligning module when the joiner function is not in use. The Polyjoiner is available with two tracks for the simultaneous feeding of two blanks or three tracks for the simultaneous feeding of three blanks. All joining operations are performed perpendicular to the machine running direction.
- 11 - 7 **Spirabelt, A Quantum Leap in Corrugator Belt Design and Function**
Philip J. Rudy, Cristini Corrugator Belts, Speaker
Spirabelt, a recently patented double-backer belt by Cristini, is the most important technical development in corrugator belts since the advent of synthetic belts in the 1960's; Proven to significantly reduce waste numbers by enabling increased board calipers, and dryer, flatter sheets while providing significant reductions in double-backer drive amperage consumption.
- 11 - 8 **BugBan 9000-- A Novel Means of Preventing Insect Infestation of Corrugated Packaging**
John B. Homoelle, Michelman Inc., Speaker
BugBan 9000™ is a new patent pending Michelman coating that can be applied to the outside of corrugated packaging and multi-wall bags that will have insecticidal functionality without being toxic to humans. While there are indeed other treatments that purport to repel insects, such treatments do not eradicate these pests, but merely direct them to attack other packaging instead! BugBan 9000™ is based on new chemistry never before applied to paper substrates. It is effective in terminating insect like pests that have a tendency to want to get into packaged goods such as cereal, flour, sugar and pet food. While BugBan 9000™ protects the packaging, by extension it will also prevent insect infestation of packaged components. This has enormous value added implications for the corrugated and multi wall bag industry that services these markets.

9/27/2005
Session: 12

2:00:p.m. - 3:45:p.m.
KARRASS' Effective Negotiating™ Program

Learn how to be a more successful negotiator in this practical session led by a professional negotiations instructor from the nationally-known Chester Karrass company. Participants will enjoy an entertaining, motivational and insightful presentation covering a wide range of negotiating skills including:

- o Real-World Negotiating - practical, down-to-earth skills, strategies, tactics and countermeasures.
- o Target Setting - How aspiration levels heavily influence negotiation outcomes.
- o You've Got More Power Than You Think - In virtually every negotiation, there are hidden and overlooked strengths. Learn how to tap into that power.
- o Using Time to Your Advantage - A different spin on the old saying, "time is money"; testing deadlines.
- o Funny Money - What are its dangers and opportunities?
- o Concession Making - Learning to give away less, while at the same time increasing the others side's satisfaction level.
- o An Introduction to Tactics - A sample of a tactic that's used every day, and practical ways to counter that tactic.

Plus, you'll get to use your new skills immediately as participants will take part in a practice negotiation case. This session is ideal for everyone involved in day-to-day negotiations including management, customer service, sales, and sourcing personnel and anyone who needs to improve their negotiating skills to more effectively:

- o Determine the price and terms for buying or selling
- o Close with an important customer
- o Persuade others to work with and not & against you
- o Set or meet budgets
- o Finalize and administer simple or complex contracts
- o Work on a problem with someone important to you
- o Manage and supervise those responsible for doing the work properly in your organization, in other departments, and on the outside
- o Break or avoid a serious impasse.

Everyone will take home new ideas that can be implemented right away to negotiate win-win deals that bring success in business and in life.

Session Chair

Peter A. Snyder, Harper/Love Adhesives Corp.

Effective Negotiating

Dennis Bain, KARRASS

9/27/2005
Session: 13

4:00:p.m. - 5:45:p.m.
Printing for Profits: Choosing the Right Printing System

Session Chair

Ted Hartka, SUN Automation Group

13 - 1

The 2 Roll or "Doctor" Roll System

James G. Wegemer, Sun Chemical Corporation

Kenneth R. Harless, Weyerhaeuser Company

13 - 2

Single Reverse Angle Blade Metering

Richard A. White, Harper Machinery Corporation

Peter M. Murphy, Smurfit-Stone Container Corp.

13 - 3

The Precise System Chamber Blade

Lee Grantham, Mark Trece Inc.

Dan C. Phillips, SUN Automation Group

Panelists

Richard A. White, Harper Machinery Corporation

Lee Grantham, Mark Trece Inc.

Peter M. Murphy, Smurfit-Stone Container Corp.

Dan C. Phillips, SUN Automation Group

James G. Wegemer, Sun Chemical Corporation

Kenneth R. Harless, Weyerhaeuser Company

Get the in-depth information you need to select the best printing system for your operation. At the start of this interactive session, expert panelists debate on the merits of the various inking systems now used in the industry, two roll, single blade, and dual blade chamber. You'll hear at least two opinions on each system—one from a technical perspective and one from a current user.

Following the presentations, the panelists and the attendees will engage in a lively discussion of the merits of each type of printing system. If you have current responsibility for printing or are simply interested in learning more about the leading systems, this informative session is for you. You'll discover the strengths and weaknesses of each printing system and understand how each will impact your operation. Be sure to bring your printing system questions to the experts for discussion and advice.