



*Empire State TAPPI, Serving...
All of New York State
Northwestern Pennsylvania
Western Vermont*

March 2005

**32nd Annual Empire State TAPPI Trade Show and
Spring Conference
In Conjunction with New York/Canadian PIMA
Saratoga Springs, New York
Prime Hotel and City Center
April 7th and April 8th - 2005**

Trade Show – April 7th ONLY, 11 AM to 7 PM

Will include well over 100 booths representing many suppliers and manufacturers

Spring Conference

April 7th – 8:30 AM to 4:30 PM

Concurrent Technical Sessions

Corrugating Workshop (sponsored by Corn Products US) and
Print Media Seminar

Key Note Address

April 8th – 8:30 AM to Noon

Mr. Ron Pote, President, BYO Solutions, Inc.
National PIMA Educations & Training Committee Chairman
NY/Canadian PIMA Scholarship Chairman

Look inside this newsletter for all the information on the seminars, key note address,
registration form, fees, and times.

Get your registration in early, this years event proves to be well attended!

2004-2005 Executive Board Members

Chairperson – Laurie Poltynski, Niagara Mohawk – 518-583-5740

Immediate Past Chair – Scott Frasca, RohmNova – 518-893-2087

1st Vice Chair – Dan McGuire, Corn Products US – 518-371-2077

2nd Vice Chair – Dan Grannis, Keller Industrial – 315-436-2374

Treasurer – Leo Schroeder, SUNY/ESF – 315-470-6503

Administrative Secretary, Bill Clarke, Retired – 518-583-1347

Bob Geary, Mill Liaison, Barton & Loguidice – 315-457-5200

Conference Information
Prime Hotel Saratoga Springs,
534 Broadway
Saratoga Springs, New York 12866
518-584-4000

Full Conference Registration – Includes technical sessions on Thursday and Friday, coffee breaks and luncheon on Thursday and coffee break on Friday.

Empire State TAPPI member	\$125
Non- member	\$150

Single Day Registration

Thursday, April 7, 2005 – Includes technical sessions, coffee breaks and luncheon.

Empire State TAPPI member	\$90
Non-member	\$110

Friday, April 8, 2005: Conference and coffee break only

Empire State TAPPI or PIMA member	\$60
Non-member	\$75

Please note: MasterCard, Visa, American Express and Discover Credit Cards will be accepted for registration along with cash and checks.

A special accommodation package has been arranged with the Prime Hotel and Conference Center. For reservations, call 518-584-4000.

For conference registration information please contact Laurie Poltynski, at 518-583-5740 (office), 518-471-7872 (fax) or Laura.Poltynski@us.ngrid.com. Registration can be done by completing the attached form and enclosing a check made payable to **Empire State TAPPI** or by including the required credit card information. Mail completed registration forms to Laura Poltynski, Account Manager, Niagara Mohawk, 9-11 Federal Street, Saratoga Springs, New York 12866-4111.

Booth Space Is Still Available

The Empire State TAPPI Trade Show will be held on April 7, 2005 from 11 AM to 7 PM at the Saratoga City Center adjacent to the Prime Hotel in Saratoga Springs New York. The planning committee would like everyone to know that as of the writing of this March publication we still have booth space available. If you are a vendor or supplier that tends to do things at the last minute, then we can accommodate you! If you would like to purchase booth space, please contact Bill Clarke, Trade Show Coordinator at bclarke@nycap.rr.com or at 518-583-1347 for the details on availability and pricing.

Empire State TAPPI Spring Conference Technical Sessions

April 7, 2005

Session A – Corrugating Workshop – Sponsored by Corn Products US

Session Chair – Dan McGuire – Corn Products US

8:30 AM to 4:30 PM

Workshop will include presentations by field support representatives Joel Adams, Bryan Turner, Jimmy Linder and applications specialist Roman Skruatowicz of Corn Products US. This seminar will encompass the following topics: Introduction, The Corrugator, Machine Temperatures, Paper Conditioning, Adhesive Application, Machine Troubleshooting, Field Equipment, Starches and Adhesives and Paper Trends.

Corrugating personnel that have attended these workshops in the past have found them most useful for the content covered. Any corrugating individuals utilize this workshop as an introductory course for new employees, as an introduction for supervisors that may be new to the starch area, and a refresher course for supervisors and managers working in corrugating plants. Additionally, paper manufacturers, those producing liner and medium may find this seminar useful as they will gain more thorough understanding of how their paper is utilized at the corrugating plant to make a high quality box.

Session B -Printing and Print Analysis Seminar

Session Chair – David Lacz – Eastman Kodak Company

8:30 AM

Pressroom Interactions: Printability 101 Presented by Jeff Jacques, Technical Manager, Nancy Plowman Associates, Inc.

Raw material interactions in the pressroom can be complicated. This session will give a background of knowledge and understanding to how ink, paper, fountain solution, and the press all come together. There will be discussion regarding print mottle, drying, stability, piling and contamination and most of the other problems that plague the pressrooms today, as well as ways to identify and solve these problems.

12:00 PM

Conference Luncheon and 2005 Grant and Heidi Cole Scholarship presentations in the Saratoga Spring City Center.

1:30 PM

Evaluation of Print Quality Presented by James Watson, Global Technical Services Manager, RohmNova
Techniques for print quality evaluation from your mill to the pressroom. A discussion on the various methods available to evaluate print quality including topics such as print signatures, mottle, dot gain, back trapping, wet trapping and the use of the Rangfinder and other methods for print evaluation. In addition to reviewing these methods, tools to improve the printability of your sheet will be discussed.

2:15 PM

Capabilities of RIT for Full Scale Print Testing presented by Dan Clark, Print and Image Quality Technician, Rochester Institute of Technology

A comprehensive overview of the capabilities of the Printing Applications Laboratory (PAL) at RIT. This session will provide an update on the latest equipment and techniques used at RIT for print testing and analysis. Capabilities of the PAL include the new offset web Heidelberg Sunday 2000 press, flexo and rotogravure presses, and the Digital Publishing Center and post press facilities.

Sessions A & B will run Concurrently

Empire State TAPPI Spring Conference

Technical Sessions

Friday, April 8, 2005

Key Note Address

8:30 AM – Noon

Ron Pote – BYO Solutions, Inc.
National PIMA Education & Training Committee Chairman
NY/Canadian PIMA Scholarship Chairman

PIMA Presentation:

“It’s not my job!” – Top Excuses in Safety and What to do About Them

Safety has come a long way from the days of the past – when safety was mostly practiced when someone else was watching us, to today when safety is increasingly recognized as a component of an individual’s daily responsibilities at work and at home. This presentation looks at the typical excuses we all can give that justify our unsafe actions and what we can do about them in our organizations. We’ll also look at the component of Personal Accountability that helps to drive increased safety performance for a number of successful companies today.

This presentation will include examples both inside and outside the paper industry to illustrate improved approaches to addressing these safety excuses. We’ll discuss the methods that can be used to turn safety into a strategic advantage for both industry suppliers and mills. The presentation will provide an excellent game plan for participants to take back to their teams for immediate implementation.

Registration Bonus

Empire State TAPPI’s Spring Conference will be held at the Prime Hotel (formerly the Sheraton) Saratoga, Saratoga Springs, NY in conjunction with the Empire State TAPPI 2005 Trade Show. Again this year, TAPPI and PIMA are cosponsoring the technical sessions with TAPPI conducting the full day sessions on Tuesday April 7th and PIMA sponsoring the half-day session on Friday April 8th!

This year, as an added bonus for employees of corrugating plants, paper mills and even vendors and suppliers, a registration discount will be provided. Each facility that registers 3 or more representatives for either the Full Conference or for the single day conference will pay for three attendees and the fourth will be at NO Charge! What a deal! So, if you bring 4 attendees, pay for 3 and the 4th is free!

This day and a half conference will cover the most up to date technologies, techniques, practices and equipment for the ever-changing needs of the paper maker and corrugators and other industrial employers and suppliers. The Friday half day session sponsored by PIMA is an opportunity for professional development training by Ron Pote of BYO Solutions, Inc. on Safety.

This conference gives everyone the opportunity to not only learn about the latest advances from recognized leaders in the industry, but also attend the largest annual TAPPI trade show in the Northeast, the Empire State TAPPI 2005 Tradeshow. The combination of Upstate New York’s biggest paper and corrugating industry conference and the flagship Industrial Technology Tradeshow under one roof allows the unique opportunity for attendees to learn about the latest industry practices and equipment and then immediately talk to the suppliers that can meet your needs to get more individualized information. Only once a year can you travel a short distance and have contact with so many industry resources. Don’t miss this excellent opportunity to maximize the use of your valuable time.

Empire State TAPPI
New York/Canadian PIMA
Spring Conference Registration Form
April 7 and 8, 2005

Name: _____

Title: _____

Company: _____

Address: _____

City: _____ State: _____

Zip: _____ Phone: _____

Fax: _____

Email: _____

Credit Card: _____

(AmEx, Visa, MasterCard, Discover and Visa Debit Cards are accepted.)

Card Number: _____

Expiration Date (MM/YY) _____ Amount Authorized: _____

Full Conference Registration - TAPPI/PIMA Member \$125
Non-member \$150

Single Day Registrations

Thursday April 7th TAPPI/PIMA Member \$90
Non-member \$110

Friday April 8th TAPPI/PIMA Member \$60
Non-member \$75

Please make checks payable to **Empire State TAPPI**. *Pre-registrations are greatly appreciated via fax at 518-471-7872 or email to Laura.poltynski@us.ngrid.com*. Any questions, please call Laurie Poltynski at 518-583-5740.

Empire State TAPPI
Congress Plaza - PMB 202
26F Congress Street
Saratoga Springs, NY 12866-4120

Empire State TAPPI 2005 Participation Form

(1/1/05-12/31/05)

Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Company: _____

Phone: _____

Fax: _____

E-Mail: _____

Please return your \$20.00 participation fee and this form to:

Empire State TAPPI – Participation Committee

PMB 202

26F Congress Street

Saratoga Springs, NY 12866

*Effective immediately payment for participation may be charged to your MasterCard/
Visa or American Express. Please submit the following information for processing:*

Name (as it appears on the card): _____

Credit Card Number: _____ Expiration Date: _____

Ten Signs of Job Dissatisfaction – Don't Ignore Them!

The New Year is a great time to analyze your job satisfaction. As you make your new year's resolutions, include career fulfillment as a top priority.

There are ten sure signs that you are experiencing job dissatisfaction. If you:

- Dread Mondays or coming to work
- Can't wait for Friday
- Are often bored at work
- Feel tired or chronically fatigued
- Avoid your boss and dread meetings
- Have no enthusiasm or sense of self worth
- Feel like you are getting nowhere in your job
- Take work stress home
- Question your choice of industry or occupation
- Can't think of a way out

Any of the above signs indicate a need for a change. The biggest career mistake is to ignore those indicators. A head-in-the-sand mentality can lead to a downward career spiral that ends with disappointment and "what if" regrets.

Here are three great ways to facilitate positive change.

Analyze your career choice.

Is the problem your boss or employer – or is it that you have chosen the wrong occupation? Before you take any action, make sure you know what needs to change.

Don't make the mistake of throwing away a good career (ex. Accounting, sales, finance) when the problem is really the person you work for. On the flip side, if you are not cut out for sales, then changing employers isn't going to help the problem.

Update your resume.

Updating your resume can give you a great confidence boost. You'll feel better immediately if you

know you are ready whenever opportunity knocks.

Be careful, however, that your resume doesn't resemble a house with too many additions, each resembling a different style. If you have simply added to the same old resume job after job, it's time to "tear down that old shack" and rebuild your resume from the ground up.

If your old resume format doesn't live up to your professional image, you may want to consult a resume writer. You'd never wrap a ruby ring in old newspaper, and you should never present your career with anything less than professional polish.

Brush up your interview skills.

If you have been on the job for a couple of years, your interview skills are probably rusty. Don't make the mistake of blowing off the first few interviews as practice. They might be the perfect jobs for you!

You'll feel much more confident and comfortable if your interview skills are honed before you step into the first interview. To determine your current level of interview expertise, answer the following questions:

- Do you know the toughest interview questions – and how to answer them?
- Can you answer the salary question without compromising the level of starting salary at offer time?
- Can you recognize the most common interview styles – and respond without showing stress?

If you aren't sure, then it may be time to visit a career coach who can help you prepare to WOW them in every interview.

Job dissatisfaction is an indication of needed change. Take the steps of change by investing in the appropriate job-search skills and tools, and you will be in a position to change your job – and your life – for the better.

Debra Walker, CCMC
Resume Writer ~ Career Coach
To see resume samples and read more job-search tips visit
www.AlphaAdvantage.com
Email: Deb@AlphaAdvantage.com

Thank you
Deborah Walker, CCMC
888-828-0814

Calling All Corrugators!

For those of you reading this issue of our newsletter, you may notice that we have included a technical article that specifically caters to the corrugating industry. Part of TAPPI's vision statement is this ... "We are a volunteer organization which serves as the focal point for member education, participation and understanding of the paper and allied industries in the region." ... Over the years, Empire State TAPPI has tended to lean more toward the paper industry and we have failed to cater to some of our allied industries. Corrugating is very much an allied industry to papermaking and we at Empire State TAPPI are pleased to "reach out" to our fellow corrugating members and invite all of you to become active participants in the Empire State section. We hope that the enclosed technical article on winter time viscosity is timely and of assistance. Also, we hope that the announcement that Empire State TAPPI will provide a full day Corrugating Workshop at our Spring Conference on April 7th will entice many of you to Saratoga, NY and to become active participants in the organization. Welcome fellow corrugators!

Greetings from Your Scholarship Committee!

We trust that your holidays were most enjoyable, and it is our sincere hope and believe that this year be your best year yet!

We are pleased to inform you that the recipients of this years Grant & Heidi Cole Scholarship Awards have been determined. *Our congratulations go out to Erin Moberg, Taylor-Lynn Caplado, Anna Crawford and Katelyn Roberts and Jeanine Ouderkirk.*

We'll make a formal announcement of this years recipients at the upcoming Spring Conference.

As always there was an excellent field of applicants. We can all be proud of the quality and character of our high school and college students.

Regards, Daniel Grannis, Scholarship Chair



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Empire State TAPPI 2004-2005 Calendar of Events

**September 17, 2004 -
Teleconference, Executive Board,
9 AM**

**December 2, 2004 -
Fall Conference, SUNY ESF, 2:00 PM**

**January 14, 2005 -
Teleconference, executive Board,
9 AM**

**April 6, 2005 -
Executive Committee Meeting, 6 PM**

**April 7, 2005 -
Full Day Conference & Trade Show,
Saratoga NY**

**April 8, 2005 -
Half-Day Conference, Saratoga, NY**

**June 14, 2005 -
Executive Committee Planning Meeting**

**June 24, 2005 -
Annual Golf Outing - 1:00 PM
Kingswood Country Club**

Empire State Spring Conference April 7, 2005

Corrugating Workshop

On Thursday, April 7, 2005, at the Empire State TAPPI Spring Conference in Saratoga Springs, New York, Corn Products US will host a Corrugating Seminar. This seminar will be a duplication of the seminars which Corn Products US has hosted in 2003 and 2004. Previously, Corn Products has hosted these seminars in Cincinnati, Los Angeles and Philadelphia. Average attendance at these seminars has been 25-35.

Corrugating customers that have attended these seminars have found them most useful for the content area covered. Many corrugating individuals utilize these seminars as an introductory course for new employees, as an introduction for supervisors that may be new to the starch area, and as a refresher course for supervisors and managers working in corrugating plants. Additionally, paper manufacturers, those producing liner and medium may find this seminar useful as they will gain a more thorough understanding of how their paper is utilized at the corrugating plant to make high quality box.

Specifically, the seminar will cover the following areas: Introduction to the corn market, the Corrugator Machine, Machine Temperatures, Paper Conditioning, Adhesive Application, Machine Troubleshooting, Field Equipment, Starches and Adhesives and Paper Trends.

Corn Products US will utilize their team of field representatives and lab support personnel to provide this important training. Past seminars are filled with healthy discussions on problems, trends, and other issues facing the corrugating manufacturer today. Please mark your calendar and take advantage of this excellent training program. Empire State TAPPI is pleased to offer this event and look forward to seeing many of you there. Additionally, during breaks and after the seminar Empire State TAPPI's Trade show will be available adjacent to the seminar site and individuals will be able to visit many vendors and suppliers to the paper and corrugating industry. It is a full day that is sure to be rewarding, educational and fun.

Watch you mail for additional information and registration requirements in the March newsletter.

People & Business...On The Move

Empire State TAPPI would like to reach out to all participants and find out how members are moving forward in our ever-changing industry. Have you had a promotion recently? Have you changed jobs, positions or companies? Have you secured an advanced degree? Is your company launching a new product, service or technology? Is your company doing something new, exciting or noteworthy?

Let us know! Empire State TAPPI would like to begin a new column in future newsletters that highlights the success, promotions and advancement of its local members and companies. Please write to us and tell us about your successes, promotions and advancements. This is YOUR newsletter, these are your accomplishments and all our members are more than willing to share in your success!

Please submit your information to Dan McGuire at daniel.mcguire@cornproducts.com or fax it Dan at 518-348-0433. Any questions on submissions for this column may be directed to Dan at 518-371-2077. Let your entire fellow TAPPI membership share in your endeavors!

Think Spring!

Don't Let Jack Frost Wreak Havoc on Your Viscosity Levels

Special Precautions Must Be Taken During the Winter Months to Avoid High Viscosity in Storage

It may be lovely weather for a sleigh ride, but the winter wonderland that is fast approaching can really wreak havoc on the viscosity of the adhesive you keep in storage.

The viscosity of an adhesive varies proportionally with the temperature of the adhesive. If storage tanks are allowed to cool down over the course of a chilly weekend, the viscosity will increase, resulting in a very thick paste.

"The adhesive should be kept at 100 degrees Fahrenheit in storage. If you walk into the plant on a Monday morning and find that the temperature of the adhesive has dropped down to 80 degrees, it takes a long time to heat it back up," said Gus Fischer, technical service manager for Corn Products US, a business unit of Corn Products International, Inc.

The inverse relationship of viscosity to temperature is approximately 10 percent for every two degrees Fahrenheit change.

To properly control the temperature of the adhesive you keep in storage, a Temperature Viscosity Control System (TVC) is required. Typically, this system uses a small tank of heated water positioned slightly above and between the adhesive storage tanks. Water from this tank is circulated through coils inside the storage tanks at the same time that agitators are moving the adhesive.

"At this time of year, the water temperature should be heated at a temperature that is 10 degrees Fahrenheit below the lowest gel temperature," said Al Bromberek, customer support manager for Corn

Products. "If the gel temperature is 142 degrees Fahrenheit, you'll want to run the TVC water at 132 degrees Fahrenheit. The higher you can run the water temperature without gelatinizing the adhesive, the more efficient the TVC system will become. The longer it takes for the temperature to rise, the longer the storage tank agitators must run. This increases the risk of shear." Be careful, though, to make sure that the TVC water doesn't become too hot. If the TVC water temperature is too high, gelling of the adhesive may occur on the coil inside the tanks. The gelled starch can act as an insulator, greatly decreasing the efficiency of the TVC system."

Adhesive should be kept at 100 degrees Fahrenheit in storage. In order to ensure that this temperature is maintained during the winter months, corrugating plants should have their TVC systems checks to make sure that they are in good operating condition.

"We generally recommend that customers check their TVC systems in the fall, before temperatures drop and viscosity becomes an issue," Fischer said. "A lot of time, our technical service representatives can check a customer's TVC system during the fall, and will point out any potential problems to the customer. This allows the customer to make any necessary adjustments before winter."

Plants that have complete steam shutdown on weekends rely on electric units to heat TVC water. This is an important consideration on new installations to ensure proper viscosity control.

Customers also may adjust for high viscosity by carefully monitoring their glue roll settings. "If you close down the glue roll setting when the viscosity is too high, you'll be able to put less starch on the glue line," Fischer said. "As the adhesive warms up and the viscosity levels drop, you'll need to adjust the settings again to account for this."

Corn Products US – Better Bonding Bulletin
November 2001

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| ■ general manager | ■ corporate v.p. of sales |
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