



Monday morning 19 January 2009

A weekly summary of packaging market, business and technology advances from PMMI, the packaging supply chain association.

FDA issues Good Importer Practices draft guidance

To help importers prevent, detect, control problems with foreign-sourced products, ingredients, components, US Food and Drug Administration, Washington, DC, issues draft of Good Importer Practices guidance document.

Although agency accepts comments on guidance documents at any time, it requests comments on draft, referencing Docket No. FDA-2009-D-0675, be submitted by 12 April 2009 so personnel can review them during preparation of final version.

Draft guidance, prepared with assistance from various federal agencies, outlines four guiding principles for importers:

- Establish product safety management program;
- know applicable US requirements for product;
- verify product/supplier compliance with US requirements throughout supply chain, product lifecycle;
- take corrective/preventive action when import product/firm is not compliant with US requirements.



Guidance advises importers to understand risks associated with product, as well as practices, compliance history of organizations that touch product including manufacturer, distributor or transporter. Verification of product/producer compliance should be in hand prior to arrival of product in US. However, additional monitoring should occur during entry, subsequent distribution. **Follow-up: Link:** www.fda.gov/oc/guidance/goodimportpractice.html.

Infrared ink helps brand owners prevent counterfeits

SunGuard Apollo infrared (IR) technology imparts covert protection against counterfeiting, diversion.

Compatible with current printing practices, SunGuard Apollo ingredients from Sun Chemical Corp., Parsippany, NJ, division, Sun Chemical Group, BV, Weesp, The Netherlands, mix into standard or UV fluorescent inks or clear varnish to provide additional level of product protection without changing style, design or color of printing.

Detection devices, available only from Sun Chemical, reveal presence of SunGuard Apollo IR-equipped ink or varnish. Compared to ultraviolet inks/coatings, IR printing achieves higher level of brand protection because IR readers are less readily available.

Follow-up: Sales Department, +1 973-404-6000; Performance Pigments (US), +1 513-681-5950, +31 294 492 100 (Europe); Link: www.sunchemical.com.

Palletizing/depalletizing robot handles one layer at time

Servo-controlled layer gripper on heavy-duty KR 500 570-2 PA robot from KUKA



Robotics, Clinton Township, MI, removes entire layer in single.

Gripper handles virtually any material, also performs palletizing functions, including rainbow or starter pallets.

To build mixed pallets efficiently, gripper motors synchronize with robot. KR 500 570-2 PA robot moves payloads weighing up to 570 kilograms, runs three palletizing algorithms for mixed, unmixed palletizing.

Palletizing/depalletizing system options include slip sheet, empty pallet handling.

Follow-up: Rebecca Markel, marketing manager, +1 586-465-8855, rebeccamarkel@kukarobotics.com; Link: www.kukarobotics.com.

Aluminum pallet lasts 20+ years

ALX aluminum pallet weighs less than 50 pounds, offers maximum strength-to-weight ratio, generates substantial cost savings during 20+ years of expected lifespan.

Compared to wood or plastic pallets, aluminum pallet from ALX Pallet Systems, Detroit, MI, requires little inspection or maintenance, minimizes downtime, size of pallet pool needed, chance of injuries from splinters, protruding nails.

Under development for five years, pallet meets SU 2417 performance standard set by Underwriters Laboratories, Northbrook, IL.

Autoclavable pallet cleans easily via manual or automated methods, offers rackable capacity of up to 6,000 pounds, and accommodates radio frequency identification tags for tracking, tracing. Dimensional stability, defect-free geometry ensure smooth handling on automated equipment.

Construction from noncombustible aluminum means no fire code restrictions, less fire-loss risk, lower insurance premiums. Aluminum also exempts pallet from International Plant Protection Convention, which requires wood pallets in international transit to be heat-treated or fumigated. ***Follow-up: Bill Vitti, vp Sales & Marketing, +1 602-710-0553, bvitti@alxpallet.com; Link: www.alxpallet.com.***

Eco-friendly shoes travel in 100% PCR corrugated box

After considering molded pulp packaging, Newton Running, Boulder, CO, replaces traditional set-up box with one-piece 100% post-consumer-recycled corrugated box for its eco-friendly running shoes.



“Newton Running decided a while ago not to produce the molded pulp boxes because they are costly, inefficient and actually have a pretty large carbon footprint,” explains spokesperson, adding, “We learned that not only were the pulp boxes significantly more expensive to make, but they are produced far from the footwear factory, and they would dramatically increase overall freight costs because they do not stack in containers, warehouses or retail stores efficiently....The molded pulp boxes are a classic example of the frequent disconnect between design and development. While the pulp design was innovative, ultimately we found that our new packaging has a significantly lower carbon footprint, and this is what we are striving to achieve in everything we do at Newton Running.”

New rectangular box, printed with soy-based inks, aqueous-based coatings, features light weight for

easy shipping, storage, breakdown. Scrap recovered from die-cutting process protects shoes, replaces tissue paper wrap, stuffing.

To maintain shoe shape Newton inserts pair of socks in one shoe, reusable shoe bag in other. New packaging format also eliminates hangtags highlighting shoe's special, high tech materials, further reducing paper, ink, and waste. Environmentally friendly shoes contain 10% recycled rubber in outer sole, recycled yarn shoe laces.

INX opens production facility for water-based ink

INX International Ink Co., Schaumburg, IL, third largest producer of inks in North America, consolidates production of water-based inks in 90-million-pound/year manufacturing operation in Homewood, IL. At 80,000 square feet, highly automated plant in southern suburb of Chicago, IL, is larger than facilities in Kalamazoo, MI; Elk Grove Village, IL; it replaces. With startup, Homewood assumes some work previously done at plant in Dunkirk, NY, as well as Mason Avenue plant in Chicago. Chicago plant now focuses exclusively on solvent-based inks, coatings, complementing company's solvent operation in Appleton, WI. **Follow-up: Marketing Department, +1 630-382-1800; Link: www.inxinternational.com.**

GPI consumer website prioritizes packaging, glass recycling

In ongoing strategy to increase recycling of glass, Glass Packaging Institute (GPI), Alexandria, VA, launches one-stop online resource for consumers, industry, students. New site helps readers find information about recyclability, sustainability of glass containers. “Consumers are more eager than ever to make informed decisions for a healthy and ‘green’ lifestyle, which includes the packaging for their favorite foods and beverages,” says Joseph Cattaneo, president, GPI. Site also helps viewers apply GPI's carbon calculator to determine how much energy they save by recycling glass containers. **Follow-up: Joseph Cattaneo, +1 703-684-6359, jcattaneo@gpi.org; Link: www.gpi.org.**

Savings on private-label products spur sales

With sales of many goods stagnant or declining, private-label products buck trend with dollar share rising about 1% in both 2Q08, 3Q08. Unbeatable combination of savings for consumers, convenience, better availability, wider variety, higher quality, greater sophistication generate higher sales of private-label products for packagers/retailers, according to Transforming Economy 3.0: The Search for Affordable Solutions study by Information Resources, Inc. (IRI), Chicago, IL. Despite decline in fuel prices, reduction in extreme belt-tightening behavior, consumers continue to spend cautiously. In fact, study reports, private-label purchases grew most rapidly among shoppers earning more than \$100,000 annually during 3Q08. "The private-label phenomenon will continue to be a bright spot for innovative retailers that invest in providing a high-quality, convenient, affordable alternative to shoppers," predicts Thom Blischok, president, IRI Consulting and Innovation. ***Follow-up: Kurt Orr, kurt.orr@infores.com; Link: <http://us.infores.com/Insights/Reports/CompetinginaTransformingEconomy30/tabid/211/Default.aspx>.***

RFID tag combines small size with superior reading range

AD-805 radio frequency identification (RFID) tag inlay from Avery Dennison RFID, Flowery Branch, GA, packs superior reading range in postage-stamp size. Designed to identify small items in densely packed retail or healthcare environments, tag features distinctive S shape, reads well in proximity to metal, as well as in edge-on orientation, which presents narrowest portion of tag to reader. This edge-on reading capability makes tag particularly well-suited for identifying blister packs. EPC (Electronic Product Code) Class 1, Gen 2 tag measures 16 millimetres (0.63 inch) square, meets requirements of ISO-18000-6C RFID UHF (ultra-high frequency) Air Interface standard as well as European Union's Restriction of Hazardous Substances Directive, better known as RoHS. ***Follow-up: Marketing Department, +1 866-903-RFID (7343), rfid.info@averydennison.com; Link: www.rfid.averydennison.com.***

Design firm scoops up international brands with acquisition

Schawk, Inc., Chicago, IL, acquires \$8.0-million international brand, packaging design firm DJPA, London, UK/Hilversum, The Netherlands, merges it with Anthem Worldwide, a Schawk Strategic Design Company, Chicago, IL. Purchase strengthens Anthem's global presence, especially in Europe, adds Unilever, Grolsch, Warburtons, Heinz, Friesland Foods, Burton's Food to customer list that includes Campbell Soup, Coca-Cola, Fosters, Nestlé, Procter & Gamble, Revlon. Anthem design professionals staff 12 offices worldwide: Chicago, IL; Cincinnati, OH; Mount Olive, NJ; New York, NY; San Francisco, CA; Toronto, ON, Canada; Melbourne, Australia; Singapore City, Singapore; Sydney, Australia; Hilversum, The Netherlands; London, York, UK. Terms of deal remain undisclosed. ***Contact: Anne Marie Pagliacci, evp, +1 416-538-3002, ampagliacci@anthemww.com; Link: www.anthemww.com.***

MWV reduces headcount, cuts costs

MeadWestvaco, Corp., Richmond, VA, accelerates cost management plan, intends to cut costs by \$125 million in 2009. Anticipated cost savings stem from closing or restructuring of 12 to 14 manufacturing locations, as well as workforce reduction. Company plans to decrease headcount by 800 by end of 1Q09, additional 1200 by year-end for total global reduction of 10%. Company also plans to reduce discretionary spending, eliminate pay increases for salaried employees in 2009. Estimated restructuring charges total \$200-\$225 million. ***Follow-up: Link: www.mwv.com.***

DuPont Awards entry deadline approaches

DuPont Packaging, Wilmington, DE, issues reminder that deadline for entries in 21st DuPont Awards for Packaging Innovation is 13 February 2009. Competition focuses on sustainable packaging solutions. International panel of judges consider innovations that enhance performance, promote responsible sourcing, clean production, effective recovery with extra credit given to packages addressing more than one factor. "Achieving improved sustainability in packaging is a journey and many in the industry contribute to progress in that journey," says Shanna Moore, DuPont global business director -- Sustainable Packaging. "DuPont sponsors this awards program to further that progress by generating visibility for achievements not just in the packaged product but in processes and other enabling technologies that others can learn and apply in their operation," she explains. ***Follow-up: Link: packaging.dupont.com.***

Two medical packaging firms unite

Oliver Medical, Grand Rapids, MI, acquires Tolas Healthcare Packaging, Feasterville, PA, combining two veteran medical/pharmaceutical packaging suppliers. Deal results in broader product line as well as expanded coating, manufacturing operations. Merged firm supplies hot-melt as well as water-based adhesive technologies. Oliver, a portfolio company of Mason Wells, Milwaukee, WI, since June 2007, produces die-cut lidstock, rollstock, pre-formed pouches from manufacturing operations in Grand Rapids, plus Venray, The Netherlands. Tolas specializes in sterile-grade packaging including peelable or tear-open pouches, heat-seal-coated lidding. ***Follow-up: Jeff Murak, vp of Marketing & Sales, +1 616-456-7711, ext. 7476; Link: www.olivermedical.com, www.tolas.com.***

Software monitors auto-ID devices

Browser-based FAST Monitor™ v1.2 software from Accu-Sort Systems, Telford, PA, monitors automatic identification devices like barcode scanners, sortation equipment. Program oversees devices within one facility or at multiple facilities worldwide in real-time, is accessible from any personal computer with Internet connection. Software also collects data from third-party equipment such as dimensioners, scales, conveyors, tilt trays, analyzes camera image quality to track camera performance, generates reports from historical data for trend analysis. To simplify implementation, Accu-Sort preconfigures latest products like AV6010 scanner for FAST Monitor v1.2 software. ***Follow-up: Cindy Zeiger, +1 800-BAR-CODE, cynthia.zeiger@accusort.com; Link: www.accusort.com.***

All-Fill personnel, customers mourn loss of Jack Jones

Jack H. Jones, vp of Sales at All-Fill Inc., Exton, PA, passed away suddenly on 9 January 2009. A company veteran with 31 years of service, the 51-year-old Jones spent virtually his entire career at the maker of liquid, auger and powder fillers and checkweighers. Survivors include wife Barbara and sons Kevin and Nicholas. He enjoyed playing and coaching baseball and rugby and served as president of various booster clubs. Funeral services took place on 14 January 2009. Memorial contributions may be made to Cal Ripken Sr. Foundation (1427 Clarkview Road, Suite 100; Baltimore, MD 21209) to help underprivileged children attend baseball camp.

Changeover: PMMI... IoPP... Elsner... Toray... MTS...

Board of directors of **Packaging Machinery Manufacturers Institute** (PMMI, www.pmmi.org), Arlington, VA, elects Jim Anderson chairman. Anderson, ceo of Marlen, Overland Park, KS, served as chairman in 2007-2008, will complete term of Randy L. Spahr, formerly with Goodman Packaging Equipment, now part of Pearson Packaging Systems, Spokane, WA, who resigned chair position.

PMMI board also elects Richard S. Schneider, president of Schneider Packaging Equipment Co., Inc., Brewerton, NY, to replace Robert M. Storms, director of Sales and Marketing, Moen Industries, Santa Fe Springs, CA, who resigned as director to focus on corporate efforts. Schneider has served on PMMI Membership Committee since 1997, did three-year stint on board between 2004-2007...

Patrick Farrey, general manager, **Institute of Packaging Professionals** (www.iopp.org), Naperville, IL, succeeds Ed Landon as executive director upon Landon's retirement on 30 June 2009. Although retiring from IoPP, Landon continues as partner in association management firm, Landon Farrey & Associates, Naperville, IL, which represents IoPP as well as Contract Packaging Association, National Association of Container Distributors...

Elsner Engineering Works, Inc. (www.elsnereng.com), Hanover, PA, promotes Jay W. Roth from mechanical/electrical machine design engineer to regional sales manager responsible for western, eastern US, Canada, Italy, Africa; he succeeds Donald M. Rush, national sales manager, who retires after 27.5 years. Rush began as sales engineer, sells more than \$50 million of converting, packaging equipment in his career...

Richard Schloesser, president/coo, rises to ceo/president of **Toray Plastics (America), Inc.** (www.TorayFilms.com), North Kingstown, RI. Schloesser, who joined firm in 1990, succeeds Kojiro Maeda, who is returning to Toray Industries, Tokyo, Japan to assume role of deputy general manager, Films Division. Schloesser becomes first American to achieve highest ranking slot, manages overall company including Torayfan Division (polypropylene), Lumirror Division (polyethylene terephthalate), PEF Division (olefin foams). Schloesser also continues to lead expansion of packaging film business in eastern, western Europe, serves as advisor to board of directors of parent company...

Growth of Credo cold chain packaging product line prompts **Minnesota Thermal Science** (MTS, www.credothermal.com), Plymouth, MN, to enhance management team: Kevin Lawler joins company as vp of Sales, Karl Schlenker assumes responsibilities of vp of Business Development; in addition, co-founder George Flora remains minority owner but no longer participates in firm's day-to-day operations...

Upstream: Allergen Handling and Labeling...

Product labeling guidance, best practices highlight **National Confectioners Association Allergen Handling and Labeling for the Confectionery Industry** seminar (Eileen.Scherzinger@CandyUSA.com), 24-25 March 2009 at FONA (Flavors of North America) Center at FONA International, Geneva, IL; members pay \$750; nonmembers, \$1,095...

ShortRuns: Sonoco... Cascades... UPM Raflatac... NewPage...

Sonoco Products Co., Hartsville, SC, receives certification from Sustainable Forestry Initiative, Arlington, VA, for management of 56,490 acres of timberland, which provide fiber for corrugated paper produced at company's mill in Hartsville... At **Cascades Inc.**, Kingsey Falls, QC, Canada, \$5.0-million project at Norampac 100% recycled linerboard plant in Kingsey Falls expands building, replaces winder, creates space for additional upgrade projects in 2010, 2011 to boost output from 90,000 to 125,000 tons/year... To enhance customer service, **UPM Raflatac**, Tampere, Finland, now ships many orders of radio frequency identification (RFID) tags within 48 hours; additionally, new production facility in China joins manufacturing facilities in North America, Europe, strengthens company's position as global manufacturer of RFID tags, inlays... With slower demand for coated paper used in packaging, other applications, **NewPage Corp.**, Miamisburg, OH, cuts production by 150,000 tons during 1Q09... **Multi-Color Corp.**, Sharonville, OH, plans to close heat-transfer label manufacturing facility in Framingham, MA, shift production to other facilities; company anticipates closure to result in \$2.6 million charge in fiscal 4Q09 (ending 31 March 2009)...

- **Ben Miyares, editor/publisher**
- **Hallie Forcinio, managing editor**
- **Pat Magee, contributing editor**
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