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NEWS

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Wasatch Container Builds Family Legacy With Major Expansion

BY LEN PRAZYCH AND SUSAN RILEY

A significant and game-changing expansion project at Wasatch Container is not only the result of a forward-thinking company that embraces the latest advancements in corrugated machinery to grow their business and better serve their customers, but it confirms a pivotal decision that siblings Lauren and Ryan Frisch have made to build on the family legacy that their father Jerry has created over decades in Salt Lake City, Utah.



Lauren Frisch, Vice President of Administration at Salt Lake City based Wasatch Container, shows off a stunning example of the company's inside/outside printing capabilities.

The second-generation Frischs' have aligned forces and will be ready to command the ship when the family patriarch steps down, but with the project now complete, the new era has already arrived, and the once small box plant is continuing its transformation into a "medium-sized box plant" as you read these words.

"We're growing up," says Lauren Frisch, the company's Vice President of Administration. "We had to make that commitment before even talking about this building and the expansion that we're doing. We would not be doing this if Ryan and I were not involved in the company and wanted to do it for our career."

On top of being business partners and co-owners of a company, Lauren and Ryan are the best of friends outside of work. They spend

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ICCA/WCO Global Summit, FBA Members Meet In Banff

More than 180 corrugated industry leaders from around the world convened at the palatial Fairmont Banff Springs in Alberta, Canada, from June 19-22 for the International Corrugated Case Association (ICCA)/World Containerboard Organisation (WCO) 2023 Global Summit and Fibre Box Association (FBA) Annual Meeting for four days of insightful presentations, stellar networking and the



opportunity to experience the mountainous beauty of Banff National Park.

Attendees enjoyed a welcome reception on Monday evening before diving into the first of three general sessions on Tuesday morn-

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AVERAGE CONTAINERBOARD PRICES

The average prices reported are tabulated from prices PAID by various sources throughout the United States the week previous to issue. Prices in some areas of the country may be higher or lower than the tabulated average. The prices tabulated here are intended only for purposes of reference. They do not connote any commitment to sell any material at the indicated average. Transactions may be completed at any time at a price agreed upon by seller and purchaser.

REGION	42# Kraft liner	26# Semi-Chem. Medium	
E. Coast	\$955.00-960.00	Short Ton Del.	\$890.00-940.00
Midwest	\$970.00-980.00	Short Ton Del.	\$905.00-925.00
Southeast	\$970.00-980.00	Short Ton Del.	\$905.00-925.00
Southwest	\$970.00-980.00	Short Ton Del.	\$905.00-925.00
West Coast	\$1000.00-1010.00	Short Ton Del.	\$925.00-945.00
U.S. Average	\$973.00-983.00	Short Ton Del.	\$908.00-928.00

SHEET PRICES BY REGION (AVERAGE)

Per 1MSF, local delivery included, 50MSF single item order, truckload delivery.

Sheets	E. Coast	Midwest	South-SW	S. CA	N.CA/WA-OR	US Aver.
200#	\$62.26	\$72.05	\$62.69	\$82.80	\$85.35	\$73.13
275#	97.32	99.89	90.86	113.65	119.54	101.29
OYSTER UP-CHARGE	8.34	8.34	8.34	8.34	8.34	8.34
275# DBL-WALL	107.46	114.69	116.54	137.25	141.08	122.76
350# DBL-WALL	118.45	129.32	117.82	145.56	148.46	131.80

CANADIAN SHEET PRICES (AVERAGE)

In Canadian Dollars, per 1MSF, local delivery included, under 50MSF single item order, truckload delivery.

200#	275#	Oyster UC	275#DW	350#DW
\$78.56	\$99.18	\$9.00	\$96.32	\$105.83

CANADIAN LINERBOARD & MEDIUM

The average prices reported are tabulated from prices PAID by various sources throughout Canada. Prices may be higher or lower in various areas of the country. The prices tabulated here are intended only for purposes of reference. They do not connote any commitment to sell any material at the indicated average. Transactions may be completed at any time at a price agreed upon by seller and purchaser. Prices are Canadian \$ and per metric ton.

	42# Kraft Liner 26#	Semi-Chem Medium
East	\$920.00	\$910.00
West	\$965.00	\$945.00



The Price is Right!

More box makers, brokers and end users are relying on the containerboard pricing in Board Converting News to negotiate their contracts than ever before.

See the current prices every week right here on Page 3.

Len Prazych at 518-366-9017
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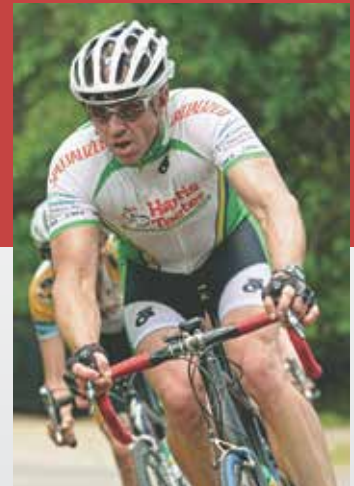


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ing, when Dr. Pippa Malmgren engaged and awed her global audience with a presentation that ranged from the space mining of asteroids to the geopolitical issues now rising because of it.



Dr. Pippa Malmgren

A former U.S. Presidential Advisor, Former Advisor to the UK Cabinet, Best-Selling, Award-Winning Author, Tech Entrepreneur, Dr. Malmgren is an economist who makes sense of the world economy by writing books, founding tech businesses, advising policymakers around the world and through public speaking and teaching, which she did most enthusiastically during her presentation.

Dr. Malmgren summarized the multiple threads of her futuristic presentation involving global leaders and their quests to manufacture products in space with a welcome prediction: "We're going to need a lot of boxes!"

Attendees also heard from Joaquin Kritz Lara, Chief Economist at Numera Analytics, who provided timely research on the world economy, and Bruno Bovo of Mondelez International, who offered a customer's economic perspective.

Subsequent sessions featured presentations by:

- Eleni Despotou, Director General, FEFCO
- Markus Gartner, CEO, Corrugated Packaging, Mondi Group
- Alex Manistay, Group Head of Strategy & Innovation, DS Smith
- Saverio Mayer, Vice President, FEFCO
- Brandon Bennett, President, Conatinerboard & Kraft, Geogia-Pacific
- Dzmitry Bianco, Parthenon Strategy Partner and Chemicals Leader for Canada EY
- Jake Hall, The Manufacturing Millennial
- Frank Li, Senior Consultant, EY

The Global Summit and FBA Meeting ended on Wednesday evening with a gala reception and dinner in the Conservatory and Cascades Ballroom at the Fairmont Banff Springs.

More coverage of this event will appear in a future issue of *Board Converting News*.

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FBA Seeks Submissions For 2023 Productivity And Waste Survey

The Fibre Box Association (FBA) announced that data submissions for the 2023 Productivity and Waste Survey is due by July 31.

The Productivity and Waste Survey is a biennial report that provides useful benchmarking data, otherwise unavailable from another source. Surveying top performers, it includes information on machinery and labor operations, as well as waste from box plants around the world. This survey allows the corrugated containers industry to evaluate productivity, waste, and starch consumption data for participating plants. All data is de-identified. This report includes:

- Summary reports for converting equipment
- Detail reports for converting equipment
- Basis weight, starch consumption & plant productivity
- Ranking of your plant among participants
- Listing equipment by plant

If you are interested in participating in the survey, contact Peggy Lacy, Director of Data Services at placy@fibrebox.org or (847) 364-9600. Data submission forms for this survey were sent out in May. New data should have been collected for the month of May and must be submitted to FBA by July 31. You do not have to be a member of either organization to participate.

Box Shipments (U.S. Corrugated Product Shipments)

Industry Shipments In Billions of Square Feet

Month		December 2022				
		Year	Actual	Percent Change	Avg Week	Percent Change
Industry Total	2022	30.124	-11.9	7.927	-7.2	
	2021	34.180		8.545		
Year-to Date		December 2022				
		Year	Actual	Percent Change	Avg Week	Percent Change
Industry Total	2022	400.520	-3.8	7.979	-3.8	
	2021	416.189		8.291		

Containerboard Consumption (Thousands of Tons)

Year	Month	Percent Change	Year-to-Date	Percent Change
2022	2.4260	-11.3	32.5461	-3.8
2021	2.7360		33.8321	

Container Board Inventory - Corrugator Plants (Thousands of Tons)

Date	Corrugator Plants Only	Percent Change	Weeks of Supply	Percent Change
Dec.	2.2603	0.1	3.5	-2.8
Nov.	2.2586		3.6	

Shipping Days

Year	Month	Year-to-Date
2022	19	251
2021	20	251

SOURCE: Fibre Box Association

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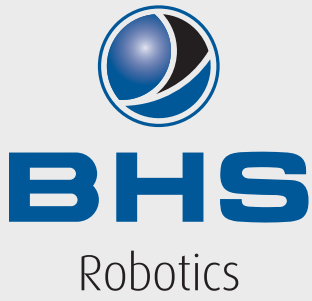
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Rohrer Corporation Appoints Two Key Execs To Leadership Team

Wadsworth, Ohio based Rohrer Corporation, a retail-packaging designer and manufacturer, announced the addition of two key executives to its leadership team.

“Aligning our business around key value streams is a meaningful step for our organization as we sharpen our focus on growth,” said Tim Swanson, CEO of Rohrer Corporation. “Today’s announcement represents the next step in our journey to build the premier visual packaging platform in our industry.”

Ed Steele has been named President, Print Solutions. Steele is a seasoned leader who has successfully grown



Ed Steele

businesses with transformational outcomes. He comes to Rohrer from Bettcher Industries, a private equity-backed business where he most recently served as President. “I am excited to partner with the Rohrer and Wellspring Capital Management teams,” Steele said. “Rohrer has a 50-year history of providing their customers with innovative packaging solutions and is positioned well for platform growth. I am impressed by Rohrer’s commitment to continuous improvement, focus on value creation and best-in-class cus-

tomer service levels. I look forward to collaborating with the team.”

Danny Teixeira has been named Vice President & General Manager, Thermoforming Solutions. Teixeira brings a background in operating system-led P&L management and operations leadership. He comes to Rohrer from IDEX where he most recently served as Vice President of Operations for the North American Fire and Safety business.



Danny Teixeira

“This is an exciting opportunity to make an impact in an industry-leading organization with impressive capabilities, people, and scale,” Teixeira said. “The vision for growth, coupled with an energized leadership team and a supportive investment partner provides the ideal foundation to build a successful packaging platform. I am excited to help see that vision through.”

“Both Ed and Danny bring a track record of delivering operational and commercial excellence over the course of their careers with publicly traded and private equity-backed businesses. The Print Solutions and Thermoforming Solutions foundation we are establishing will enable both organic and acquisitive growth that will build upon Rohrer’s heritage of providing solutions through product innovation and service that our customers can win with,” said Tim Swanson, CEO.



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Early Bird Registration Open For ICPF Holiday Weekend In New York

ICPF, the International Corrugated Packaging Foundation, has announced open registration for the 2023 Holiday Weekend on December 8-10 in New York.

ICPF has also announced a new hotel partnership for the event with the Refinery Hotel, a luxury hotel in Midtown Manhattan's Garment District located two blocks from Bryant Park. Their stylish loft rooms, acclaimed Parker & Quinn restaurant, and Refinery Rooftop bar create a fashionable refuge for locals and cultured visitors. Drawing inspiration from its early life as a hat factory, each of the 197 rooms at Refinery Hotel feature industrial details such as 12-foot ceilings, large windows, and distressed hardwood floors. ICPF has reserved studio king rooms (\$649) and suite



atelier executive rooms (\$799) for the event. A portion of the registration fee (\$1,750) is a tax deductible donation to ICPF, a nonprofit foundation.

Register by July 31 to receive the early bird rate and save \$200. Hotel reservation deadline is November 10.

For more information, email csalaverria@icpfbbox.org.

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AF&PA Releases Packaging, Printing-Writing Reports

The American Forest & Paper Association, AF&PA, released the May 2023 Packaging Papers Monthly report. Total packaging papers & specialty packaging shipments in May decreased 5 percent compared to May 2022. They were down 4 percent compared to the same 5 months of 2022.

Shipments of the biggest subgrade in unbleached packaging papers were 89,800 in May. The bleached packaging papers operating rate was 76.6 percent, up 0.5 points from May 2022 and down 4.8 points YTD.

The AF&PA also released May 2023 Printing-Writing Monthly report. Total printing-writing paper shipments decreased 22 percent in May compared to May 2022. U.S. purchases of total printing-writing papers decreased 24 percent in May compared to the same month last year. Total printing-writing paper inventory levels remained flat when compared to April 2023.

U.S. shipments decreased in all 3 major P-W grades compared to May last year, with uncoated free sheet papers recording the smallest year-ago decrease of approximately 8 percent. Exports and imports in all 3 major grades decreased in April compared to the same month last year. April coated free sheet year-to-date net imports by volume increased slightly while uncoated free sheet and mechanical net imports decreased.

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Structural Integrity: It Matters

BY DOUG BOSNIK

When I use the term structural integrity, box makers know exactly what I mean. Should a box lose its structural integrity, its contents are at risk. Risk of damage, loss or being destroyed. To say structural integrity matters is an understatement. In this context, we all know what it means.



Doug Bosnik

Structural integrity also matters in institutions, industries, and greater society as well. We have all seen it and what happens when it breaks down.

In the past 5 years since I was last chairman, we have had an election or two, a global pandemic, economic shocks and the highest inflation in 40 years. These events will test the integrity of any industry or institution.

Some of our public institutions have not fared well during this time and cracks have appeared in their foundations. It will be up to others to repair them.

I am happy to report that the foundations of the FBA and the corrugated industry are solid and firm. During the pandemic we were deemed an essential industry. Part of the engine that kept the economy moving.

Post pandemic, we learned of supply chain weakness-

es and what that can do to the structural integrity of industries and economies. We saw pent up demand drive corrugated shipments to heights not seen in two decades only to retreat to pre-pandemic levels in a short span of 24 months.

The economic whiplash of such events would stress any foundation and yet our industry and institutions remain resilient and stable.

During the technology revolution of the past few decades, many tech start-ups followed the mantra of “move fast and break things.” Good for destruction, but not so good for foundations or structural integrity.

The FBA is in its 9th decade, a testament to our industry and its durability. Perhaps and hopefully, we as a society, have moved into the era of move deliberately and build things. Time will tell.

Again, it has been my honor to have worked on my second tour as Chairman, with Dennis Colley and the staff of the Fibre Box Association, successfully transitioning our Association’s leadership to Bob McIlvaine, our incoming President/CEO.

The FBA continues to grow, protect and enhance the well-being of the corrugated industry as its most trusted source of information. It is in good hands and our Structural Integrity remains intact.

Doug Bosnik is the Chairman of the Fibre Box Association and President/CEO at Buckeye Corrugated Inc.

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Acme Corrugated Box Work Study Student Spotlight: Breze Howard

Acme Corrugated Box President Bob Cohen fervently believes in equal access to education – a belief that led to a partnership with Cristo Rey Philadelphia High School.

A private Catholic high school welcoming students of all faiths, Cristo Rey features a unique model: Its students – who generally hail from under-served communities – spend one day a week at work-study partner organizations including Acme Corrugated Box, rotating through various departments over the course of four years.

One of 95+ Philadelphia-area companies that participates as a Cristo Rey job partner, Acme Corrugated Box hires four Cristo Rey students each year. Acme talked with 18-year-old recent graduate Breze Howard about her experience at Acme Corrugated Box – and what lies ahead:



ACME: How did you make the choice, four years ago, to attend Cristo Rey?

BREZE: I wasn't sure which high school I wanted to attend. A woman who worked in administration at my middle school recommended Cristo Rey Philadelphia High School. I applied, took the entrance test, went through the interview process, and was accepted. At the beginning of my freshman year, I was paired with Acme Corrugated Box and started working there one day a week during the school year for four years. My last day was just a few weeks ago.

ACME: The work-study program's intent is to help students acquire skills that will help them in their careers and lives. Can you share a little about your roles at Acme Corrugated Box?

BREZE: My freshman year I worked in the customer service department. The next year I contributed to a company research project as a diversity consultant. My junior and senior years, I worked in the sales department. I also had the opportunity to collaborate with marketing and accounting, which I really enjoyed.

ACME: Any highlights?

BREZE: The project that was the most fun was when I found photos and came up with hashtags for social media posts, and also finding fun facts about the company for their open house. I also liked learning the ins and outs of making boxes – how many different box types there are, and how much effort goes into making something that seems so simple.

CONTINUED ON PAGE 16

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Student Spotlight (CONT'D FROM PAGE 14)

ACME: Tell us about some specific skills you took away from your time.

BREZE: Starting my freshman year I began learning Am-tech Software, which handles scheduling and other needs for manufacturing companies. I also learned Excel and Salesforce. Personally, I learned how to become more social and professional. And, of course, I learned how to put boxes together.

ACME: What's next for you?

BREZE: I'm attending Chestnut Hill College starting this fall, as a Computer Science major. I hope to be able to intern and gain experience in the tech field. In the future I'd like to work in the tech field though I'm not sure doing what exactly.

ACME: What made you choose Computer Science?

BREZE: In my internship at Acme Corrugated Box, I especially liked learning Excel and other software and seeing the ways technology contributes to the business world.

ACME: Your final day with Acme Corrugated Box was just a few weeks ago. How did they send you off?

BREZE: There was an event called Presentation Day where another Cristo Rey Philadelphia student and I presented to the company about what we'd learned from work-study. Afterward they gave us donuts and gifts and I had a chance to say goodbye to everyone. It was kind of sad, but also felt good.

ACME: Anything you'd like to say to Acme Corrugated Box as you move onto your next chapter?

BREZE: I appreciated the warmth of everyone and the good energy overall. Everyone was so nice and welcoming. I'm especially grateful to all three supervisors I had – Annamarie, Heidi, and Helene. They did a great job of showing me the ropes when I started in their departments and helped me whenever I needed it.

ACME: Is there anything you'd say to students considering internships, or to students considering Cristo Rey Philadelphia High School?

BREZE: I think it's very important for students to have internships because it gives them a glimpse into the professional world, which can help them figure out their career paths and make more informed college decisions. Internships make great additions to your resume, too, and can open doors.

ACME: Any advice for students starting internships this summer or fall?

BREZE: Try not to be nervous talking with the employees. If they know you're an intern they'll probably be kind and willing to help you out if you need it.

Breze was awarded The Work-Study Professional Achievement Award from Cristo Rey Philadelphia High School. This award recognizes a graduating senior who has shown exceptional growth, leadership, and professionalism both in school and at work.

For more information, visit acmebox.com.



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A large industrial machine, the Model EM Labeler, is shown in a clean, white studio setting. The machine is complex, with various rollers, belts, and structural frames. It is designed for high-speed, high-precision labeling of boxes. The machine is shown from a three-quarter perspective, highlighting its length and the intricate mechanical components.

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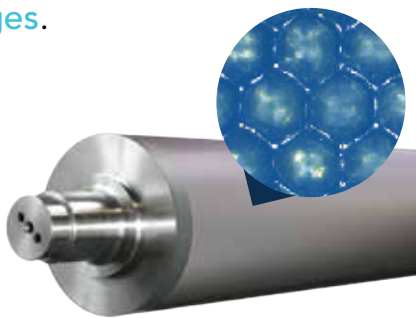
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The Circularity Of Paper: Inside The Paper Mill

BY KATHI ROWZIE

We know the circular life cycle of North American paper products begins as wood from sustainably managed forests



Kathi Rowzie

where trees are purpose-grown, harvested and regrown in perpetuity. But once that wood reaches a pulp and paper mill, how does the manufacturing process contribute to circularity and minimize environmental impacts of paper products?

Significant advances in technology, data management, process engineering, predictive maintenance and reliability have made today's pulp and paper mills more efficient than ever before, especially when it comes to the use of critical resources like water and energy. It's a well-known fact that papermaking requires lots of both, but that's really just the beginning of the story.

The circular path of water in the papermaking process is really quite remarkable. The process requires large quantities of H₂O, but actually consumes very little. According to NCASI — the National Council for Air and Stream Improvement — water used in a typical U.S. paper mill is recycled 10 times or more. Then it's cleaned to meet strict federal and state water quality standards, and around 88% of it is returned to its source. Only about 1% is retained in the paper products themselves, and the rest just evaporates back into the environment. On top of this, the American Forest and Paper Association reports that the U.S. paper industry has reduced its overall water use per ton of production by more than eight percent since 2005.

Yes, paper manufacturing requires large amounts of energy, but renewable energy meets, on average, around 2/3 of the energy needs at U.S. mills. And around 58% of that energy is self-generated using renewable, carbon-neutral biomass, mostly bark, small limbs and other leftovers recycled from the papermaking process. Nearly all of this energy is generated using high-efficiency combined heat and power systems — what's often referred to as CHP technology. The U.S. Environmental Protection Agency says that CHP technology can achieve efficiencies of over 80% by capturing and recycling heat that would otherwise be wasted and converting it to thermal energy. This compares to 50% efficiency for traditional energy technologies like boilers.

As a result this high level of bioenergy use, advances in technology and process improvements, U.S. paper mills reduced greenhouse gas emission by more than 24% between 2005 and 2020, and the EPA reports that the industry contributes only six tenths of one percent of total U.S. greenhouse gas emissions.

Kathi Rowzie is President at Two Sides North America and CEO of Rowzie Group, Ltd. Visit twosidesna.org.

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AF&PA Details U.S. Paper Production, Capacity Trends

The American Forest & Paper Association, AF&PA, released the 63rd Paper Industry Capacity and Fiber Consumption Survey. U.S. paper and paperboard capacity declined slightly by 0.4 percent in 2022, to 81.0 million tons. That compares to an average decline of 0.9 percent per year since 2013.

The U.S. paper industry continues to respond to shifting demands by converting paper machines to produce packaging grades, supporting U.S. manufacturing jobs and sustaining local communities, as well as increasing the use of recovered fiber.

U.S. paper and paperboard production declined 3.3 percent last year, with boxboard increasing, containerboard and printing-writing declining, and tissue staying about the same.

Containerboard capacity declined 0.6 percent in 2022. Containerboard's share of total paper and paperboard capacity continued to exceed 50 percent. Boxboard capacity rose 2.4 percent in 2022. There have been 3 announcements of plans to add boxboard capacity in 2025 or later to meet demand for paper-based consumer packaging.

Printing-writing capacity declined 0.7% in 2022 as the sector rebounded from averaging a double-digit decline during 2020 and 2021 due to the COVID-19 pandemic.

NC Awarded \$7.5M Grant To Assist Former Pactiv Evergreen Workers

The State of North Carolina has been approved for a \$7.5 million federal grant to help workers who were dislocated by the Pactiv Evergreen layoffs in Canton and Waynesville, N.C. Governor Roy Cooper announced. Of that, \$2.5 million will be distributed immediately with the remainder spread out in the coming months.

"This grant will provide new resources for our continuing effort to support people in the region around Canton who are dealing with the devastating impact of the paper mill's closure," Cooper said.

Nearly 1,100 employees lost their jobs following Pactiv Evergreen's announcement in March that they were planning to shut down the paper mill in Canton and reduce operations in nearby Waynesville. The Canton mill was Haywood County's largest employer and had been in operation for more than a century.

"Our Workforce Solutions team and our local NCWorks partners have made it a priority to respond to these layoffs in a coordinated, compassionate way," said N.C. Department of Commerce Secretary Machel Baker Sanders. "With this new grant from our federal partners and other available resources, we will continue helping talented workers to gain new skills and connect with employers who are hiring."



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Bay Cities Hosts Third Winning At Retail Summit

Pico Rivera, California based Bay Cities, one of North America's most innovative packaging and design companies, announced the success of its third Winning at Retail Summit, held May 10 at the Shade Hotel in Redondo Beach. This unique event invited speakers from all over the country to enlighten brands on what is shaping consumer behavior.

Experts from UltiSim, Inspiring-Retail, Deloitte, McMillan Doolittle, HP, and Fuseneo shared their insights on the critical challenges to confront in the emerging retail landscape, progressive brand and consumer relationships, AI (Artificial Intelligence), navigating an economic, social, and technological transition in the consumer industry, and how to extend the retail experience into the metaverse.

On day two of the summit, attendees were treated to a tour of Bay Cities for an inside look one of the country's most modern, innovative manufacturing facility of packaging and POP displays.

"In all my time at HP, I do not believe I have attended such an insightful, informative, jaw-dropping event. I loved it. Your preparation, planning, effort, and warmth delivered an amazing event you must be commended for. Again, thank you," said Simon Goldsack, Sr. Associate, Brand Packaging Innovation, HP PageWide Industrial.

For over 60 years, Bay Cities has been a leading creative packaging and display partner to brand marketers, retailers, and e-commerce companies. From concept to completion, Bay Cities is a partner with an understanding of major retailers, shopper marketing, and supply chains.

EXPO PACK Guadalajara Largest Show In History

EXPO PACK Guadalajara, held June 13-15 in Jalisco, Mexico, brought together nearly 16,000 packaging and processing buyers with 700 exhibitors over 15,000 square meters of sold-out exhibit space. Returning after four years as the largest show in its history, the premier exhibition for the packaging and processing industries in Mexico and Latin America showcased the latest innovations, technologies, and solutions.

Celia Navarrete, EXPO PACK director, said that the event surpassed expectations. "We are proud to have provided a platform for industry professionals to discover the latest trends, forge valuable partnerships, and contribute to the sustainable future of the packaging and processing industries in this important strategic region," she said.

In addition to the Innovation Stage, EXPO PACK in conjunction with Mundo PMMI offered keynote presentations featuring leading companies such as Walmart, Kraft Heinz Mexico, and Casa Herradura (Brown-Forman).

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Wasatch Container (CONT'D FROM PAGE 1)

weekends together, they ski together, they have each other's backs. "At the end of the day, we're each other's biggest cheerleaders," she says and though they can disagree sometimes about how something should or shouldn't be done, it never lingers. "We know everyone's heart is in the right place and that's really all that matters."



Wasatch Container after the Wasatch Mountains that rise majestically from the windows of the facility he built in 1995 from the ground up. The 35,000-square-foot facility seemed like a lot of space at the time when they were making brown boxes but not so much now with the major investments the family has made in new, extremely efficient equipment with added print capabilities that have sparked a significant uptick in business.

Entrepreneurs In The Family

After graduating with a degree in Packaging Engineering, Jerry Frisch picked up his family and journeyed to Utah by way of Minnesota for a job opportunity at Utah PaperBox. However, he soon was taken by the audacious idea of starting his own company that he would name

Above, a view from the 'corner office' at Wasatch Container.

Lauren says that the multi-level marketing opportunities in the Utah market are giving the company plenty of inside/outside print business to "feast" upon. Wasatch Container's growing expertise in this niche market also

CONTINUED ON PAGE 26

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Wasatch Container (CONT'D FROM PAGE 24)

gives the company an opportunity to get in the door of the big companies that operate or have a presence in Utah. Right now, those companies are serving customers in the healthcare, supplement, beauty, clothing, shoes, chocolates, food & beverage industries.

“We believe once somebody goes with inside/outside print, they never want to go back to a brown box,” Lauren says. “It’s a ‘sticky’ product and we’re one of the only ones in the Intermountain West with the capability to do it in the one machine pass.

An undeniable entrepreneur at heart, Jerry has embraced virtually every opportunity along the way to diversify. A few years after he built the box plant, he acquired a foam business that is under the Wasatch Container umbrella.



A representative sample of Wasatch's multiple product offerings are on display the lobby of the company's facility.

la. A wood crate business followed, as did the purchase of a 67,000-square-foot building nearby for the operation of those complementary operations, which today represents about a third of the company's business. Customers for those products are primarily in the military and aerospace industry. In 2019, Jerry acquired Tharco, now known as Box Essentials, Wasatch's stock box division, which Lauren oversees.

Finding Your Dream

Lauren has been with Wasatch Container in the sales division for 10 years and is also focusing on the administrative side, overlooking the Human Resources and IT departments. “When it’s a family business, you end up doing a bit of everything,” she says. “Wherever there’s a fire, I go.”

Though the print business is in her blood, Jerry insisted she sample the waters outside of the packaging industry just to be sure, and Lauren agreed. At 25, she wanted to blaze her own path and wasn't sure if packaging was her dream. She pursued a degree in finance and landed a job at U.S. Bank right out of college. Learning about personal/business finances, what makes a company successful and not successful was a great prerequisite to owning a business. Eventually, though, she contemplated a career

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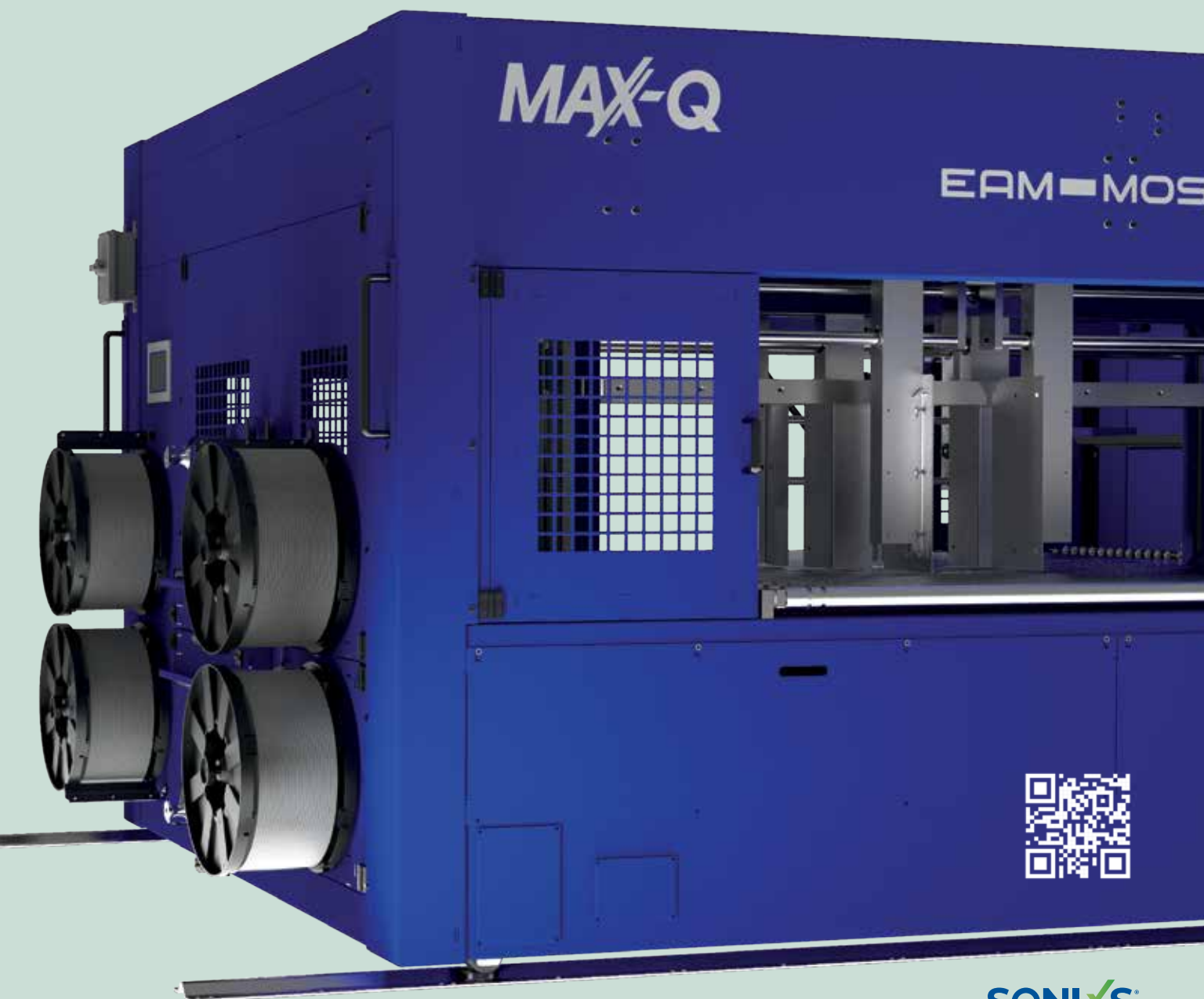
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Wasatch Container (CONT'D FROM PAGE 26)

switch at which point Jerry told her it was “now or never” if she was going to join the family business.

“It’s not like you can come into the business when I’m retiring. You’ve got to learn from me, and you’ve got to learn who we are,” Lauren recalled him saying. “My dad just made me commit to three years here at Wasatch and now it’s been 10 years and I’ve never thought of leaving once.”

Lauren’s brother Ryan, Vice President of Sales, has always been in the packaging world but not always at Wasatch. He worked in sales at Allpak/Trojan, a Seattle, Washington box company, before feeling the tug to return to Wasatch.

New Equipment ‘Game Changers’

In 2020, Jerry was considering an investment in a new flexo rotary die cutter to reenergize his existing machine lineup and was looking at some of the top manufacturers on the market. Before plunging into a major investment, he consulted with industry professional Chris Heusch, President of ARCH Inc., who introduced him to the German-built, 5-color Kolbus RD 115S, which had been launched in North America that year.

Heusch, a native of Germany, came to the corrugated industry during the inception of high-graphic and value-added direct printing on corrugated, and today uses his expertise to help converters, equipment manufactur-

ers, and suppliers around the world to enhance the quality, productivity, and profitability of their operations.

Jerry traveled to Kolbus’ headquarters in Rahden, Germany to see the machine for himself and was impressed by its exceptional run speed and print registration. In addition, the delivery time, always a key factor in production planning, fit their schedule. There was no way a machine



Jerry Frisch traveled to Kolbus headquarters in Germany to see the Kolbus RD 115S and its performance for himself.

of that magnitude, however, would’ve fit into his existing plant, which was another driving factor leading Wasatch Container to more than triple the size of their plant space with the construction of a 120,000-square-foot state-of-the-art facility.

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To make way for progress, Wasatch Container scraped the adjacent building and attached the two buildings together to create a new and much larger manufacturing space. There is now room for warehousing, which will



The advanced technology and automation on the Kolbus allows for fast set ups, better throughput, and shorter lead times.

eliminate transit costs since they were using a building two blocks down the road.

“Everything about the new RD 115S is top notch and high quality, but what really attracted us to this machine was the top and bottom print capabilities and the automation,” says Jerry, who purchased the machine in late 2021.

“The RD 115S is a ‘game changer’ for Wasatch Container and its customers. The advanced technology and automation on our RD allows for quick setups, increased throughput in our plant and shorter lead times for our customers.”

Lauren adds that the Kolbus RD 115S can print on both sides of the box in a single pass — with three colors on the outside and two on the inside — which is a huge productivity gain. “That’s really our focus, to be more of a value-add for e-commerce, multi-level marketing companies — just making the box exciting when you open it up on your doorstep,” she says. “We like that Kolbus is kind of newer to the market, so we didn’t feel like just another number. They really care about us and they care about this machine because it’s one of the first ones in America. We feel like the service and communication with them has been top notch.”

With the Kolbus, Chris Heusch says that Wasatch Container will be able to leverage the graphics print capabilities of tight registration and refined ink metering, as well as productivity of a feature-rich die cutter. He is also confident in the service and support Kolbus gives to its US customers after the purchase.

The features on the RD 115S include a camera register control system, pneumatic print plate locking, motorized print plate skewing, variable print plate thickness capability, print and die-cut image shrink and stretching capability, and the latest IR drying system from JB Machinery.

CONTINUED ON PAGE 32



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Wasatch Container (CONT'D FROM PAGE 30)

The Kolbus, which has replaced a 30-year-old, 2-color Ward Rotary Die Cutter, generated a lot of excitement in the shop and many vied for an opportunity to operate it. When it arrived on time and perfectly to spec, everyone was thrilled. Jerry said that Kolbus accommodated them in every way during construction. Their service technicians from Germany were on site for over a month to install the machine and train four operators and two supervisors.

“The sales team is extremely knowledgeable, and the installation team was professional and thorough,” Jerry says. “We have full faith in Kolbus’ commitment to Wasatch and that they will be a fantastic partner throughout the life of the machine and beyond.”

Another “game changing” machine was the purchase in 2020 of an Italian-made Curioni 6.18 MiniPro Flexo Folder Gluer from BW Papersystems, which Jerry has referred to as the “rocket ship.”

Ryan Frisch says Wasatch selected the machine for two reasons: “One, we needed to invest in some modern technology, and this machine makes very good square brown boxes. It does quick setups and runs at high speeds, which is critical when you’re making RSCs. The other reason is our customers want packaging that they can connect with. They want the unboxing experience. They say one in five consumers have watched an unboxing video. I also read a statistic that 56 percent of customers’ re-purchasing de-

isions are influenced by their interactions with the packaging. That’s all growing mainly through the e-commerce world. And retail is growing as well.”

The Curioni MiniPro prints three colors on the outside and one color on the inside in a single pass. Maximum speed is 22,500 boxes per hour and setup times are typically under five minutes. It is the first machine of its kind



in the region and Jerry said that it has helped grow their e-commerce business significantly.

Wasatch’s machine operators are big fans of the Curioni because of the quality of the print and because it doesn’t have to be opened and closed to switch out the print plates and ink which saves time. BW Papersystems

CONTINUED ON PAGE 34

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Wasatch Container (CONT'D FROM PAGE 32)

equipped it with the patented Corrusleeve technology, allowing for quick changes in as fast as 60 seconds or less.

Superior Material Handling

With the increased speed and output of the Curioni, Wasatch needed a first-class material handling system to keep up. They installed a new specialty built Systec Load



Former and Stable Stack Conveyor from Inspire Automation. The load former's ergonomic design allows operators to move bundles without lifting and a stripper plate is timing-belt controlled for quick and accurate stripping action and load building. A belt-over-roller conveyor assures positive pallet entry and positioning for direct load building as well as smooth discharge of the completed load to the

floor conveyor. The conveyor is designed to allow for safe passage of pedestrians, and reduce maintenance associated with roller conveyor.

Other equipment includes a J&L Specialty Folder Gluer from Alliance that runs straight lines, lock bottoms, tubes, four-corner, and infold and outfold trays. Boxes can be over-stacked or under-stacked in the compression section, and to accommodate stacking of longer boxes, the



compression section is designed to be mobile and can be moved away from the main machine by the operator. Free of doors, windows and mechanical guarding, the open architecture offers the operator to visually monitor production and see trouble before it shuts down the machine.

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now organized on a mezzanine so tooling managers can set up jobs for the day. Incoming materials can enter via six different dock doors. Now that they have room, Lauren said the next machine they expect to add will be a pre-feeder to be used for the productivity of their folder gluer. Though it's too early to start talking about it, she says that they are open to different suppliers.



A large room dedicated to waste handling contains machinery by BloApCo and Balemaster.

The expansion also prompted Wasatch Container to do some things differently. One of them was the installation of its own in-house ink kitchen to have better control of colors, including metallics, to custom match their customers' corporate colors. "If we're going to be the best printer in Utah, we've got to bring it in-house," Lauren says.

The expansion also includes a large room devoted to waste handling and dust control. Lauren said that all the new machines will connect to an air conveying system using the advanced technologies from BloApCo and Balemaster.

G.F. Puhl: Scrap And Dust Collection

When Wasatch Container made the decision to expand, they turned to G.F. Puhl, a trusted long-term vendor who has designed and installed several scrap and dust collection projects for the company. The new system, commis-

at the baler. G.F. Puhl's pressure balancing system, developed over 40 years by degreed electrical engineers, is one of best in the industry. The balance fan is positioned on the "clean air side" of the Farr Filter, putting the filter under a negative air condition that prevents nuisance dust from escaping the system. The obvious benefit of real-time pressure balancing is a cleaner baler room.

The new system incorporates several components from the first trim collection system G.F. Puhl installed



for the company in 2010, including blowers, sequencer valves, and inlet hoods. Features of the new system G.F. Puhl installed include:

- Transforming a 5-foot by 11-foot footprint into a 2-foot by 2-foot footprint at the baler room floor level.
- The baler includes a feed chute diverter for occasions when the baler is on maintenance, which allows uninterrupted system operation.
- All blowers apart from the shredder blower are above-roof mounted with mufflers for noise suppression and floor space conservation.
- The ductwork is set low to the roof for easy step over and high at the blowers to facilitate walk-around access for blower servicing.

Of course, safety was a major consideration. The system is NFPA and OSHA compliant, featuring through-the-



The above roof duct and blower system at Wasatch Container was installed by G.F. Puhl

sioned in 2022, consists of a real-time pressure balanced separator positioned over a remanufactured baler, reverse pulse jet cartridge dust collector, BloApCo shredder, Puhl heavy duty material handling blowers, ductwork, PLC Touch Screen Controls, and one sequencer system.

Real-time pressure balancing, known as a "negative air system," is the best available technology for dust control

wall explosion venting and an integral secondary safety filter. With no moving parts, these passive safety devices are virtually maintenance free. In the rare event of a fire or deflagration (subsonic explosion), the explosion vent burst detector and sprinkler flow switch instantly shuts the system down. The system also includes fire sprinklers in-

CONTINUED ON PAGE 38

Turn Trim Waste into Revenue



One Size Never Fits All

G.F. Puhl Designs Scrap Systems to Meet YOUR Needs



Our customers have various needs for scrap and dust collection systems based on several factors including building layout, available space for the equipment, distance conveyed, local codes for noise and height as well as air permitting and available operating and maintenance staff.

Change the game with a custom-designed system by G.F. Puhl. It can make all the difference. When it comes to trim collection systems, there's virtually no problem we haven't solved.

Problem: No space for a baler room. No budget for baler room staff.

Solution: Try outdoor auger compactors requiring minimal operator interaction. Auger compactors achieve higher compaction than conventional ram compactors with less maintenance and no hydraulic fluid. Dual compactor systems allow continuous running while the waste hauler is changing out the container.

Problem: No budget for a new system.

Solution: Request a custom system with remanufactured equipment. G.F. Puhl sells remanufactured balers, blowers, separators, filters, and more. The savings can be significant and the warranty adds peace of mind.

Problem: Your existing system doesn't meet codes and the inspector has notified you of a problem with the existing system.

Solution: G.F. Puhl's NFPA trained engineering team designs NFPA and OSHA compliant systems that are as safe as they are durable.

Problem: Dust is out of control.

Solution: G.F. Puhl systems are designed to minimize the hazards created by ambient dust. Dust briquetters, certified explosion isolation valves, flame front diverters, and other safety features maximize safety.

Problem: No room for a scrap system inside the building.

Solution: If your building footprint won't support additional trim waste equipment, go outdoors. Exterior systems like an above-roof or ground-level concentrator will boost your capacity.

Problem: No way to monitor the system unless you're on site.

Solution: G.F. Puhl leads the pack with proprietary technology that makes it possible to monitor the system from wherever you are. Request PLC touch screen controls with real-time pressure balancing and real-time remote via your smart phone or computer.

G.F. Puhl's expert engineering team has more than 50 years of combined experience designing, fabricating installing, and commissioning trim and dust collection systems of every kind, including outdoor systems with dual compactors, above roof systems with single or multiple cyclones and balers and below roof screen separator systems.

If you're looking for a vendor that can help you solve the scrap collection puzzle once and for all, contact G.F. Puhl today. 615.230.9500 or sales@gfpuhl.com

Balers • Shredders • Trim Collection Systems • Dust Collection Systems • Cyclones • Trim Separators
Spiral Duct • Used Equipment • Filters • Briquetters

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Board Converting NEWS INTERNET DIRECTORY

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www.advantzware.com

Advantzware provides a flexible and comprehensive system to address the business management needs of the independent box business, as well as the ERP requirements of full scale packaging plants and integrated companies. With modules for estimating, scheduling, production, inventory and accounting, this scalable system supports packaging plants that produce corrugated boxes, folding cartons, point of purchase displays, assembled partitions, paperboard products, foam fabrication, as well as distribution of packaging supplies.

AIR CONVEYING CORPORATION

www.accfilter.com

Air Conveying Corporation is a recognized leader in the industry of Pneumatic Conveying Systems and has been in business since 1968. As an equipment manufacturer rather than simply a sales organization, we have complete control over the quality of material and products which make up your proposed system. Our equipment is found in Printing, Folding Carton and Corrugated plants throughout the country and the world. Let us build you the best Trim Removal System you ever had. Contact us today.

AMTECH SOFTWARE

www.amtechsoftware.com

Amtech offers the industry's most innovative and comprehensive corrugated and packaging ERP, integrated scheduling software, and engineered automation technology. For over 30 years, Amtech has remained at the backbone of successful businesses from the independent box makers to the largest integrators. We keep our customers competitive in an ever-changing economy with options such as customer digital storefronts and workflows, business intelligence, automated scheduling for corrugators, converting and shipping, proactive roll stock and inventory management.

APEX INTERNATIONAL

www.apexinternational.com

World's largest Anilox and Glue & Metering roll manufacturer, providing the widest selection of corrugated engravings and complementary services. Anilox engraving options available from our North American manufacturing facility include elongated 75°, 60°, 45°, plus Apex's patented GTT technology. Glue rolls are produced with Hardened Stainless Steel and a max TIR of 10 µ for Single, Double Facers.

ALBANY INTERNATIONAL

www.albint.com

Albany International has a corrugator belt for every application. Our reputation for durable performance is the trademark of the most dependable belts in service today.

Wasatch Container (CONT'D FROM PAGE 36)

ternal to the dust collector and the above baler separator. The building, employees, and the system are protected, and the system is set up for a quick recovery.

Looking To The Future

Wasatch Container operates a full-time day shift and a half-time second shift. Lauren says they expect to have just one shift when the new building is complete and the new machines come online because of the more efficient layout of the new building. The new building is also designed to provide a better working environment for some 80 employees and will also help recruit new talent.



An SQ4 SoniX automatic squaring bundler by EAM Mosca combines high-speed and flexibility to strap a wide variety of bundle sizes.

In addition to taller ceilings, fresh white paint, and LED lighting to brighten the workspace, the company has added lockers, more bathrooms, a designated bullpen for production scheduling and purchasing activities, a kitchen, customer service and sales areas, a private meeting room, board room and administrative offices.

Wasatch Container employs five full-time sales representatives, and they are actively searching for two more salespeople. With the pandemic subsided, Lauren said they're ready to amp up their sales division, which is supported by a "robust" graphic design team who help create the extra oomph in the unboxing experience.

Lauren said it's a little too early to talk about third-generation interest in the business. But Ryan has three children 10 years and younger, and she is expecting her first child so that will likely be a conversation to be had down the road. Should they decide to fill those big shoes or not, their entrepreneurial playbook sets a great example of being bold, taking risks and following one's passion. Their story inspires blood lines, aspiring packagers who are hungry to learn what it takes to be successful and even seasoned packaging professionals. Among an independent, several integrated companies, including WestRock and Packaging Corporation of America, and a sea of brokers in the Salt Lake City area, Wasatch stands out for the towering presence they are in the Intermountain West and the entire North American packaging industry.

See what happens.

Wrong facts and the problems they cause.

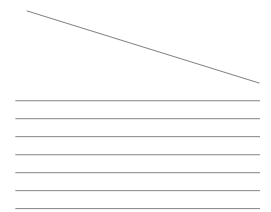


A famous author once said: "A lie will go round the world while truth is pulling its boots on." It is the same with investments: What seemed to be good value at the beginning will often be considerably more expensive in the long run.

How is it possible to get high performance for low cost? It isn't. The effort needed to be the best will always be high. However, in the long term, the best quality will always give the best results. Anyone who compares all the facts for the life cycle of an investment will very quickly realise this. And will be happy that this truth is proven in the return on investment.



Göpfert Evolution HBL:
Performance is its truth and nothing but the truth.



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Mehr Maschine.

ARC INTERNATIONAL

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ARC International is a world leader in the manufacturing of roller products for flexography. The latest nano-technology laser engraving in our NC and NV manufacturing facilities ensures superior quality and consistency in anilox rollers.

AES (ADVANCED EQUIPMENT SALES)

www.aesales.net

AES is a leading full-service provider of integrated conveyance systems specializing in scrap, trim, and dust. AES engineers custom scrap systems and works as a partner in process improvement to help businesses achieve greater profitability, productivity, and sustainability. Products include balers, shredders/hoggers, core shredders, filters, fans, and specialized dust control and collection systems. AES is the exclusive distributor for the AirShark Rotary Material Separator.

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hhs is a global leader in advanced gluing, camera verification and quality assurance systems for the packaging industry. Zero-defect quality and elevated production speeds are key parameters in the manufacturing of corrugated boxes. With hhs Xcam Box Monitoring and non-contact flap gluing of corrugated board, hhs offers every option for quality assurance in the production of boxes with flexo folder gluers.

BLOWER APPLICATION COMPANY (BLOAPCO)

www.BloApCo.com

BloApCo has served the corrugated industry since 1933 with a variety of scrap handling solutions, including Horizontal Floor Shredders, Trim Cutters, and Material Handling Fans and Conveying Systems. BloApCo Shredders allow for continuous shredding and pneumatic removal of sheet waste stacks of all sizes, roll slab, cores, and carton scrap.

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www.cmsretrofits.com

Leading manufacturer and installer of quality retrofits, upgrades and replacement parts for S&S and Prime Flexo Folder Gluers. Specialists in reconditioning of S&S Flexo Folder Gluers, including ink, air and electrical systems.

CORRUGATOR BELT SERVICE LLC

www.corrugator.com

Serving the corrugated box industry since 1991, Chicago-based Corrugator Belt Service LLC maintains corrugator belts for peak board quality and performance.

Diamond Packaging Wins 9 Foil & Specialty Effects Gold Leaf Awards

Rochester, New York based Diamond Packaging announced that it won nine awards in the 30th Annual FSEA Gold Leaf Awards Competition, the industry's premier

showcase for foiling, embossing, and other specialty effects. Awards were presented on June 6 during the Print Embellishment Conference in Indianapolis, Indiana.

The competition celebrates the quality, added value, shelf presence, security, and brand recognition that specialty finishing processes lend to the printed sheet.

Diamond won one Gold Leaf and two Silver Leaf awards in the "Best Use of Foil/Embossing/Diecut – Self Promotion," "Best Use of Embossing (Registered)," and "Best Use of Foil/Embossing – Calendar" categories, respectively, for its 2023 "Surf's Up" corporate calendar.

Diamond's 2023 calendar pays tribute to surfing, a cultural phenomenon that brings together fun, sun, sand, surfboards, "woodie" station wagons, Volkswagen buses, and surf music.

The calendars were converted utilizing Clearwater ReImagine 30 percent PCW paperboard, cold foiled, and offset printed with four color process inks, in-line with UV

matte, UV gloss, and DiamondTexture specialty coatings. The calendar pages were converted utilizing Domtar Cougar Smooth 80# Text paper and offset printed with four color process inks and UV matte coating. The recyclable shipper was converted utilizing Clearwater Candescence SBS paperboard laminated to E-flute corrugated fiberboard, and artfully decorated with a scene of crashing waves.

Diamond won a Gold Leaf award in the "Best Use of Cold Foil (Label or Carton)" category for Iovate's Hydroxycut Advanced packaging. The folding cartons were converted utilizing FSC-certified Clearwater Can-



CONTINUED ON PAGE 42

www.boardconvertingnews.com

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Board Converting NEWS INTERNET DIRECTORY

CORRUGATED REPLACEMENTS, INC.

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Corrugated Replacements, Inc. is a production powerhouse that manufactures high quality machine parts and replacement parts for the corrugated and paperboard converting industries. CRI can redesign, engineer, and manufacture any part while providing rapid turn-around, keeping machines running at peak performance and limiting down time.

C.U.E., INC.

www.AnvilCovers.com

Makers of single and dual-width Timesaver® Anvil Covers, the premier urethane anvil cover for corrugated die cutting. Timesaver® covers feature construction of solid steel backing and solid steel locking components to ensure a precise fit every time. C.U.E., Inc. also offers Dura-Latch and Cor-Lock anvil covers, and urethane Lead Edge Feed Wheels.

EMBA

www.embasa.com

The EMBA group supports a complete line of corrugated converting machinery for the worldwide market. EMBA's Quick Set technology enables the highest productivity across a broad range of converting equipment, from mini to super jumbo. EMBA also includes the McKinley jumbo line of flexo folder gluers and rotary die cutters as well as service, rebuilds and upgrades for both EMBA and McKinley.

EAGLEWOOD TECHNOLOGIES, LLC

www.eaglewoodtech.com

Eaglewood Technologies offers trusted cleaning technologies for the world's best printers and converters. Solutions include the award winning Sitexco+ Anilox Laser System, the Nanovis Parts Washing System, the Sitexco L10 Label System, the innovative Sanilox™ System or Alphasonics solutions. We also offer Xpress™ mobile cleaning service at your facility or ours.

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Domino is a leading manufacturer and distributor of digital printing and product identification solutions. Celebrating its 44th year, Domino is headquartered in the UK and North America headquarters are Illinois. Domino has 25 subsidiaries, representation in over 120 countries, and over 2,900 employees worldwide.

Diamond Packaging Wins (CONT'D FROM PAGE 40)

desce SBS paperboard, cold foiled, and offset printed with four color process and two PMS inks, in-line with UV matte and UV high gloss spot coating.

Diamond won a Gold Leaf award in the "Best Use of Foil/Embossing – Folding Carton (Creative)" category for Parlux Fragrances' Ciao Vince Camuto packaging. The folding cartons were converted utilizing FSC-certified Clearwater Candesce SBS paperboard and offset printed with process black, custom pink, and three PMS inks, in-line with UV matte and UV high gloss spot coating.



Diamond won a Silver Leaf award in the "Best Use of Cold Foil (Label or Carton)" category for Interparfums' Abercrombie & Fitch Away Weekend packaging. The folding cartons were converted utilizing FSC-certified Clearwater Candesce SBS paperboard, cold foiled, and offset printed with PMS black and custom inks, in-line with UV matte and UV gloss spot coating.



Diamond won a Bronze Leaf award in the "Best Use of Embossing (Blind)" category for Interparfums' Oscar de la Renta Bella Bouquet packaging. The folding cartons were converted utilizing FSC-certified Billerud CrownBoard Prestige paperboard, cold foiled, and offset printed with three PMS inks, in-line with satin aqueous and UV gloss spot coating.



Diamond won a Bronze Leaf award in the "Best Use of Sustainable Design" category for Big Picture Farm's Golden Holiday and Silver Goat in a Sea of Hearts gift box packaging. The folding cartons were converted utilizing FSC-certified Clearwater Candesce SBS paperboard, and offset printed with four color process inks, in-line with aqueous coating.



Diamond won a Bronze Leaf award in the "Best Use of Transfer Metallization" category for Parlux Fragrances' Eilish No. 2 packaging. The cartons were converted utilizing FSC-certified Billerud CrownBoard Prestige paperboard and offset printed with UV process and PMS inks, in-line with UV matte and UV satin spot coating over Envirofoil.



All of Diamond's entries were designed utilizing recyclable or recycled paperboards and manufactured using 100 percent clean, renewable wind energy, in a Zero Waste to Landfill (ZWL) and Carbon Neutral (Scope 1 and Scope 2) facility.

FROM BEAST TO BEAUTY



4 trends are reshaping the future
of the corrugated industry.



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American manufacturers of split heads, patented roller-bearing yokes, gang-slot upgrades, custom rebuilds, and glue systems with electronically-g geared speed monitoring. Visit our website for info, tips and techniques.

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Haire Group is the premier provider of new machinery for the corrugated industry. From the Apstar line of flexo folder gluers and rotary die cutters, the Encore line of flexo folder gluers and rotary die cutters, and the Engico flexo folder gluer, Haire is able to pair clients with the best machinery solutions for the best value to meet their needs. Haire Group's service department helps its customers maximize uptime and profitability through superior 24/7 service and support, a pre-install training center, and over a million dollars' worth of spare parts at their offices just outside of Chicago. Haire Group has been the industry's #1 pre-owned machinery broker and plant equipment appraiser since 1976.

HARPERLOVE

www.HarperLove.com

HarperLove is the leading provider of specialty adhesives, performance additives, and wet-strength resins to corrugated packaging manufacturers. With the largest and most experienced field service and technical support team positioned throughout the U.S. and Latin America, HarperLove has a long-standing reputation for providing outstanding service and delivering demonstrable performance improvements. HarperLove's renowned services include not only innovative product development and custom product formulation, but also machine and process assessments, adhesive formula adjustments, machine tuning, detailed service reporting, and more.

KIWIPLAN

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Kiwiplan - premier worldwide software provider of enterprise-wide, fully automatic solutions specifically for the corrugating and packaging industries. Kiwiplan's Total Solution delivers comprehensive, seamless real-time flow of information from sales order management to dynamic total plant scheduling and inventory control through shipping.

MAROTECH INC.

www.marotech.com

Manufacturer of Marotape®, Marotape®Plus, Marotape® FPT and MaroString™; hot melt coated tapes and strings used for reinforcement and easy-open features for packaging. Marotech also manufactures dispensing and tape placement equipments to optimize the productivity of applying hot melt coated tapes.

FSEA Announces Gold Leaf Best Of Show Winners

The Foil & Specialty Effects Association (FSEA) has announced the honorees in its 30th Annual FSEA Gold Leaf Awards Competition.

"Our FSEA Gold Leaf Awards Competition showcases how embellishments have become a catalyst in the printing industry," said FSEA Executive Director Jeff Peterson.

A record number of entries were received from countries around the world, including the US, Canada, India, Italy, Switzerland, Poland, Denmark, Japan, South Africa and Taiwan. Gold, Silver and Bronze winners were honored in 47 categories during a reception held on June 6 at The Print Embellishment Conference in Indianapolis, Indiana.

Two Best of Show honorees were revealed – one awarded to the best digitally finished piece and one to the entry displaying the best use of conventional finishing techniques.

Gravure Choquet, Montreal, Quebec, Canada, was awarded the Best of Show: Best Use of Foil and Embossing for "RE/MAX." Their team was tasked with taking a framed award that its client, RE/MAX Real Estate, had been using for years and making it even better.



Each framed award received eight to 16 passes through the presses, with several passes of foil, embossing in register for the client's logo and die cuts with perfect registration for the different categories of the certificates. A filler was integrated behind the certificates to create weight and depth with all the components assembled in a frame and integrated in a presentation box.

Best of Show: The Best Use of Digital Embellishments



was awarded to Post Press Specialties, Independence, Missouri, for Willy. The graphics were created in Adobe Illustrator, with small dots of opaque foil intermingled to create an image resembling a lithographic photo, producing foil halftone dots in different foil colors in a way none of the team members had ever seen before.

"Willy" was created on a scrap piece of board that the team laminated, and the project was created in an afternoon.

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For 85 years the Ohio Blow Pipe company and its wholly owned subsidiary, Advanced Airsystems, have provided the corrugated and folding carton industries with systems and products to process scrap. We engineer, fabricate, install, service, provide system audits, and offer a wide range of scrap systems, dust collection systems and products to include cyclones, under roof AIR-SCREEN™ systems, pit belt systems, CLEANAIR dust collectors, Mist-Clone™ dust control systems for vacuum feeds, material handling fans, ductwork, switch valves, airveyors, balers, shredders and dust briquetters.

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GF PUHL

www.gfpuhl.com

GF PUHL designs, manufactures and installs air conveyed scrap & dust collection systems for the packaging and corrugated industries. With 40 years of experience, USA and International. We offer below or above roof systems featuring cyclones OR screen separators with real time pressure balancing for optimal dust control. High efficiency cyclones for sheet transfer exhaust systems eliminate water consumption and deliver dust directly to compactor or briquetter for low maintenance, long term sustainability and reliability. System audits, dust explosivity tests and dust hazard analysis (DHA's) available. Re-manufactured balers, filters, blowers and shredders available at significant savings.

Bay Cities Wins Silver, Bronze OMA Awards; Visits Elementary School

Pico Rivera, California based Bay Cities, one of North America's most innovative packaging and design companies, announced its wins at the 2023 Outstanding Merchandising Achievement (OMA) Awards.

Bay Cities won in the electronic and entertainment categories, taking home two silver and two bronze awards. The Ultra Brand Endcap Tray and Black Panther Wakanda Forever Pallet Train took second place while the Ultra Brand Floor Display and Jurassic World Trendpod took third place.



Bay Cities is proud to have continued participating in this prestigious competition for another year and is thrilled to be recognized for high-quality design, manufacturing, and retail knowledge.

The Shop! Outstanding Merchandising Achievement (OMA) Awards are the marketing and retail industry's most prestigious, largest, and longest-running awards contest. It recognizes and honors excellent displays that set the merchandising and design precedents of today to become the standards of tomorrow.

For over 60 years, Bay Cities has been a leading creative packaging and display partner to brand marketers, retailers, and e-commerce companies. Through innovation and creativity, Bay Cities has executed unique, eye-catching POP displays and packaging for major brands to be placed at retailers and online.

"These awards showcase our ability to help brands connect with consumers to create a memorable experience at major retailers. We are so honored to work with customers who come to us for innovative design concepts to help their products stand out," said Natalie Tucker, Director of Marketing & Design.



In other news, Bay Cities recently visited Webster Elementary for the school's career day on May 4. In celebration of "May the Fourth Be With You," the company created Star Wars-themed boxes for the children to build and enjoy along with some goodies inside.

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SAUER SYSTEM

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Sauer provides intelligent solutions for scoring, slitting, slit-scoring, and perforating on corrugators and floor slitters; and glue tab cutting, creasing, slotting, trimming and scrap chopping on presses. New, featured offerings include FRX Adjustable Folding Rail System and G3 Scoring System: the latest proven creasing technology on the market.

STAFFORD GROUP

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Interactive website for Stafford Corrugated Products and Stafford Cutting Dies. Featuring online ordering of replacement parts. Also, visitors can automatically calculate sheet size for most die-cut standards.

SUN AUTOMATION GROUP®

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SUN Automation Group is the global leader in providing innovative solutions to the corrugated industry. SUN engineers and builds the SUN625 Rotary Die Cutter, provides sales, service and support in North and Central America for Latitude Machinery Corporation, manufacturer of Mini to Jumbo FFG and RDCs. Additionally, SUN is the North American, UK and Ireland sales and service provider for Para Machinery's line of equipment, and is the North American sales provider for Highcon. SUN also powers the corrugated industry's premier IIoT platform, Helios, and is the OEM source for Langston/Staley equipment parts and service.

THACKER INDUSTRIAL SERVICE COMPANY

www.thackerindustrial.com

Specializing in corrugated machinery, T.I.S.CO. offers quality-made products, support services, and more. T.I.S.CO. has a reputation of dependability, not only in the product, but in service and support. With more than 25 years' experience, T.I.S.CO. installs equipment and machinery, moves or sets up entire plants, rewires and rebuilds - all over the world.

VT GROUP

www.vtgrouponline.com

VT offers prepress services for the POP display and corrugated shipping container industry including graphic design, optimized digitally imaged printing plates and innovative pre-mounting solutions. Our large-format digital printing facility (Digital Impact) is a leading short-run manufacturer of distinctive POP displays and signage where litho-like graphics are preferred.

WPR SERVICES

www.wprservices.net

WPR Services was established in 2016. What originally started as a technical services company expanded its product offerings to include a machine center learning platform POWtalk™. Our analysis of video, audio, machine metrics, employee ergonomics, and person to person conversation provides a way to identify safety and process inefficiencies.

Rusken Packaging Heflin Plant Pursues ISO Certification

Cullman, Alabama based Rusken Packaging, Inc. has announced that its Heflin, Alabama facility is currently undergoing the necessary steps for ISO 9001:2015 quality certification.

The Heflin team has been working since February 2023 with plans to be certified by the end of the year. Driven by improving the quality for its customers, they have remained committed to earning this certification despite any challenges that have arisen.

ISO 9001:2015 certification is centered around quality management systems (QMS), including topics such as document control and planning; management responsibilities; utilizing resources; product realization; corrective and preventative actions as well as risk management. Achieving certification at the Heflin facility will lead to enhanced quality systems and efficiencies, greater standardization of policies and procedures, and further establish continual improvement processes to better serve its partners, particularly in the automotive industry.

Once certified, Heflin will mark Rusken's fourth certified manufacturing facility which currently includes Jackson, Tennessee and Jackson, Mississippi (ISO 9001:2015), and Harrisburg, Arkansas (cGMP).

Rusken Packaging, Inc. and its Senior Management Team is committed to consistently delivering corrugated fibreboard products on time and to customer specification; carrying out continual improvement efforts in the quality of its processes and products; and continual training of its personnel so they are equipped to better serve their customers. Visit rusken.com for more information.

Smurfit Kappa Announces \$350 Million Investment In Mexico

Irving, Texas based Smurfit Kappa announced a \$350 million investment in Mexico in the last five years that has increased its production capacity in the country.

The Mexican economy is estimated to grow up to 3 percent both this year and next, boosted by increased manufacturing investment. Smurfit Kappa's latest \$12 million investment in its Tijuana plant includes new machinery and process upgrades that will reportedly increase both printing quality and efficiency.

"Mexico is an important market for Smurfit Kappa," said Laurent Sellier, Smurfit Kappa CEO of the Americas. "We have invested substantial resources both in paper machines and corrugated plants while increasing our network to support the country's economy and our customers' needs."

Smurfit Kappa has operated in Mexico since 1957 and has had a presence in the northern Baja California region for more than 10 years.

Registration Open For Manufacturing Institute Workforce Summit In Atlanta

Registration is open to secure your spot at the Manufacturing Institute's Workforce Summit on October 16-18 in Atlanta, Georgia. Early bird registration discounts are available through August 15.

Last year's event sold out, so organizers encourage attendees to secure seats at a discounted rate. To register or learn more about the event, visit themanufacturinginstitute.org. For any inquiries or assistance, email workforce@nam.org.

Many opportunities exist to partner as a sponsor of the Workforce Summit. Reach out at workforce@nam.org for more details.

The Manufacturing Institute builds a resilient manufacturing workforce prepared for the challenges and opportunities of the future. Through implementing groundbreaking programs, convening industry leaders and conducting innovative research, the MI furthers individual opportunity, community prosperity and a more competitive manufacturing industry.

As the 501(c)3 nonprofit workforce development and education affiliate of the National Association of Manufacturers, the MI is a trusted adviser to manufacturers, equipping them with solutions to address the toughest workforce issues.

INDUSTRY CALENDAR

JULY 11-13

AICC Southeast Summit 2023: Meadowview Marriott Resort, Kingsport, Tennessee

JULY 24

AICC Midwest (Region 6) Golf Tournament 2023
St. Charles, Illinois

AUGUST 2-4

AICC Mexico 2023 Annual Meeting & Trade Fair
Leon, Guanajuato

AUGUST 28-30

TAPPI CorrExpo 2023: Huntington Convention Center
Cleveland, Ohio

SEPTEMBER 18-20

AICC 2023 Annual Meeting: Louisville, Kentucky

OCTOBER 17

AICC West Coast Golf tournament 2023
Irvine, California

OCTOBER 25-27

PPC Fall Meeting & Leadership Conference: Rancho Bernardo Inn, San Diego, California

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