June 24, 2024 VOL. 40, NO. 26

# Board Converting Serving the North American Corrugated and Folding Carton Industries for 40 years \*\*Example 1.1.\*\* Serving the North American Corrugated and Folding Carton Industries for 40 years \*\*Example 2.1.\*\* Serving the North American Corrugated and Folding Carton Industries for 40 years \*\*Example 2.1.\*\* Serving the North American Corrugated and Folding Carton Industries for 40 years \*\*Example 2.1.\*\* Serving the North American Corrugated and Folding Carton Industries for 40 years \*\*Example 2.1.\*\* Serving the North American Corrugated and Folding Carton Industries for 40 years \*\*Example 2.1.\*\* Serving the North American Corrugated and Folding Carton Industries for 40 years \*\*Example 2.1.\*\* Serving the North American Corrugated and Folding Carton Industries for 40 years \*\*Example 2.1.\*\* Serving the North American Corrugated and Folding Carton Industries for 40 years \*\*Example 2.1.\*\* Serving the North American Corrugated and Folding Carton Industries for 40 years \*\*Example 2.1.\*\* Serving the North American Corrugated and Folding Carton Industries for 40 years \*\*Example 2.1.\*\* Serving the North American Corrugated and Folding Carton Industries for 40 years \*\*Example 2.1.\*\* Serving the North American Corrugated and Folding Carton Industries for 40 years \*\*Example 2.1.\*\* Serving the North American Corrugated and Folding Carton Industries for 40 years \*\*Example 2.1.\*\* Serving the North American Corrugated and Folding Carton Industries for 40 years Serving the North American Corrugated and Folding Carton Industries for 40 years

## Jerry Frisch Shares Lessons Learned In Packaging Career

BY SUSAN RILEY

It wasn't just business that Jerry Frisch shared as the industry speaker at the AICC Spring Meeting, but the man behind the business, the man who risked it all to follow an entrepreneurial dream of starting his own packaging company.

For the Founder and President of Wasatch Container of Salt Lake City, Utah, there have been many life lessons along the path to boxing glory. But while being successful as an entrepreneur is an extraordinary feat by any standard, it's the last way he would describe himself, noting that he didn't attend an lvy League school or even think of himself as a great speaker. He is, however, a tremendous role model in the industry.



Jerry Frisch, President of Wasatch Container, with his family on the Walk of Fame at the AICC Spring Meeting in Palm Desert, California. From left, Andrea Dawson, Jerry, Paula, Lauren, and Ryan Frisch.

"I'm just an ordinary guy that found packaging to be a very exciting, every-changing field that offered many opportunities," he said.

#### The Smell Of Ink

Raised in St. Paul, Minnesota, Frisch first got a taste of the packaging business by way of his father, who was an engineer at the Hoerner Waldorf box company.

"During that time in the print shop, I started smelling that ink and I got all excited about it. That letterpress was so cool, but that offset

**CONTINUED ON PAGE 22** 

#### BCN Seeking Reader Feedback In Short Survey

Board Converting News is asking readers to help improve its editorial coverage by participating in a short, YES or NO three-question survey. The survey was emailed to subscribers on June 18 in an effort to determine if BCN should continue to publish average containerboard pricing and other data appearing on page 3 of each weekly issue.

Historically — for the last 40 years — BCN published the AVERAGE prices PAID by its anonymous sources throughout North America the week previous to issue. Your anonymous and confidential responses will help us decide the following:

- Should BCN continue to publish Average Containerboard Prices on page 3 every week? Optional: Why or why not?
- Should Board Converting News publish any pricing at all? Optional: Why or why not?
- Are you willing to be an anonymous and confidential source of pricing information?
   If yes, please include your contact information which will remain confidential.

Please email your responses to flexo@ nvpublications.com or contact Len Prazych, Publisher, at lprazych@nvpublications.com.

#### **WHAT'S INSIDE**

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## **Full Throttle with Full Servo**



The latest innovation from Latitude Machinery Corp. (LMC) features full servo, Set While Run operation providing improved accuracy and an improved speed rating across multiple sizes:

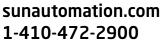
660mm x 1800mm: 450 sheets/min 1000mm x 2500mm: 350 sheets/min

1200mm x 2700mm: 300 sheets/min 1200mm x 3000mm: 300 sheets/min



Latitude Machinery Corp. (LMC) is a world-class manufacturer of Corrugated Converting Equipment, specializing in Flexo Folder Gluers and Rotary Die Cutters. SUN is proud to be the exclusive representative for LMC equipment, parts and service in North and Central America.















#### 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-Ch	em. 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-CHARG	E 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 \$\frac{3}{2}\$ and per metric ton.

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







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#### Greif, Sonoco Raise Prices For Uncoated Recycled Board

Greif and Sonoco recently announced price increases for uncoated recycled paperboard (URB) products.

Delaware, Ohio based Greif, Inc. said it will implement a \$50 to \$70 per short ton increase for all grades of URB products effective with new orders and shipments on and after July 8.

Greif said the rate hike is in response to increased raw material, energy, labor, and transportation, as well as increasing demand for URB.

Hartsville, South Carolina based Sonoco said it would implement a \$70/ton price increase for all grades of URB in the United States and Canada, with shipments beginning July 10. This price action is necessary to offset increased input costs, the company said.

International Paper, Cascades, Pratt Industries, Packaging Corporation of America and WestRock implemented linerboard price hikes that have been in effect since January 1 this year.

The IP, WestRock, and Cascades increases are \$70 per ton on linerboard and \$110 per ton on corrugating medium. PCA's increase is \$70 per ton on linerboard and \$100 per ton for medium. Pratt's increase is \$75 per ton on linerboard and \$110 per ton on medium.

These producers represent nearly 70 percent of North American containerboard capacity, according to **Fastmar-kets.com**.

## WestRock Stockholders Approve Combination With Smurfit Kappa

Atlanta, Georgia based WestRock Company, a provider of sustainable fiber-based paper and packaging solutions, recently announced that, based on the preliminary vote count, WestRock stockholders voted to approve the Transaction Agreement and other proposals related to the combination of Smurfit Kappa Group and WestRock at WestRock's Special Meeting of Stockholders.

Pursuant to the terms of the Transaction Agreement entered into on September 12, 2023, Smurfit WestRock said it will acquire Smurfit Kappa by means of a scheme of arrangement under the Companies Act 2014 of Ireland and Sun Merger Sub, LLC, a wholly owned subsidiary of Smurfit WestRock, will merge with and into WestRock, with WestRock surviving the merger and becoming a wholly owned subsidiary of Smurfit WestRock.

If the Merger contemplated by the Transaction Agreement is completed, the common stockholders of WestRock will receive one new Smurfit WestRock share and \$5.00 in cash for each share of common stock of WestRock.

Completion of the Combination remains subject to certain conditions, as described in a transaction agreement.

For more information, visit westrock.com.

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#### **Jeffrey Schwarz Nominated** To Circle Of Distinguished Leaders

The International Corrugated Packaging Foundation (ICPF), co-sponsored by AICC, The Independent Packaging Association, and Fibre Box Association (FBA), announced the nomination of Jeffrey Schwarz for posthumous induction into ICPF's Circle of Distinguished Leaders.

The program honors exceptional individuals — leaders whose vision, creativity and energy have moved the corru-

gated industry forward.



Jeffrey Schwarz

Jeff started in the industry working for his father's (Jack Schwarz) company Trey Corrugated and then moved to startup company, Performance Corrugated.

In 1998, Jack founded Schwarz Partners, L.P. In 2010, Jack, Jeff and his brother, John, began leading Schwarz Partners together and

expanded its independent sheet feeder operations to include partner companies in the packaging, paper, transportation, and recycling industries.

Jeff was instrumental in spearheading sheet feeder coops and forging relationships between corrugated industry companies.

Jeff passed away on November 26, 2023 following a

yearlong battle with Glioblastoma, an aggressive brain cancer.

His nomination to ICPF's Circle of Distinguished Leaders was initiated by the Fiterman family at Liberty Diversified International. His induction will mark the first time two members from the same family have been honored, with his father Jack having joined this prestigious group in 2011.

Friends, business colleagues, firms, and organizations can honor Jeff by making a donation in his name. Nomination contributions are tax deductible and support the Circle of Distinguished Leaders Program, as well as ICPF's work to grow the workforce of the corrugated packaging industry.

Those making donations to honor Jeff will be recognized during a posthumous induction ceremony at a 2025 AICC meeting, and in a subsequent release to the packaging trade press that will also be provided to the Schwarz family.

Contact Caitlin Salaverria at csalaverria@icpfbox.org if you would like to join in honoring Jeff by making a tax deductible "nomination donation" to ICPF. ICPF then will forward an invoice with mailing and ACH instructions for your accounting department.

Visit careersincorrugated.org more information on ICPF's Circle of Distinguished Leaders and to see who has been honored in the past.

ICPF is dedicated to growing the labor force of the corrugated packaging industry now and into the future.

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#### AICC Fundraiser In Napa Offering Two-For-One Couples Pricing

AICC, The Independent Packaging Association, announced a "special" two couples for the price of one to attend the Foundation for Packaging Education's upcoming fundraising event, set for July 16-18, in Napa Valley. This event promises a blend of luxury, camaraderie, and support for a vital cause — workforce development for packaging professionals.

The event will kick off with a welcoming reception on the opening night, setting the stage for two days of unparalleled activities and networking opportunities. On the first day, attendees will enjoy a round of golf on the Silverado golf course, a renowned PGA tournament venue. Participants will engage in a hands-on cooking class at the nearby Culinary Institute of America, culminating with lunch. The evening will be highlighted by a multi-course dining experience aboard the famous Napa Valley Wine Train.

The second day will feature exclusive wine tours, tastings, and a gourmet lunch at the Chateau Montelena and Beringer vineyards. These activities combine education with enjoyment, allowing members to explore Napa Valley's rich winemaking heritage while forging meaningful connections with peers...

To register, visit www.AICCbox.org/Fundraiser.

#### **Box Shipments** (U.S. Corrugated Product Shipments)

**Industry Shipments In Billions of Square Feet** 

Month	th December 2023				
	Year	Actual	Percent Change	Avg Week	Percent Change
Industry	2023	29.711	-1.4	7.819	-1.4
Total	2022	30.124		7.927	
Year-to Da	te	Decem	ber 2023		
	Year	Actual	Percent Change	Avg Week	Percent Change
Industry	2023	380.555	-5.0	7.611	-4.6
Total	2022	400.520		7.979	

#### **Containerboard Consumption** (Thousands of Tons)

Year	Month	Percent Change	Year-to-Date	Percent Change
2023	2.4080	-0.7	30.9333	-5.0
2022	2.4260		32.5461	

#### Container Board Inventory - Corrugator Plants (Thousands of Tons)

Date	Corrugator Plants Only	Percent Change	Weeks of Supply	Percent Change
Dec.	2.1892	3.9	3.5	6.1
Nov.	2.1071		3.5	

#### **Shipping Days**

Year	Month	Year-to-Date	
2023	19	250	
2022	19	251	

**SOURCE: Fibre Box Association** 



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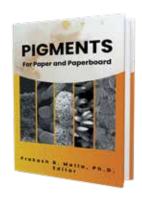
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## TAPPI Releases New Edition Of 'Pigments For Paperboard'

It has been more than 25 years since the first edition of "Pigments For Paper and Paperboard" was released. During that time, the paper industry has evolved significantly due to technological advancements and the growth of the internet. Digital printing presses, which were in their early stages back then, are now expanding at a much faster pace compared to traditional methods.

The increase in e-commerce has also led to the expansion of paperboard. Therefore, the latest edition of the book encompasses these changes and reflects the broadening scope of the industry. It contains the latest information on the various pigments used in paper coating and filling.

"This new edition focuses on biobased and non-biobased aqueous dispersions, as traditional barrier materials are being phased out due to their environmental impact," said the book's editor, Dr. Prakash Malla, retired director of R&D at Thiele Kaolin Company. "The inclusion of various mineral pigments pro-



vides opportunities for developing cost-effective coatings with enhanced barrier performance while improving the recyclability of these materials for both food and nonfood packaging applications."

Malla also noted that, in addition to being a valuable

tool for professionals, the new edition serves as a reference text for college students and professors in paper science and engineering, materials science, economic geology, mining and mineral processing engineering, and related programs.

Whether you're a seasoned professional in the pulp and paper industry, a student exploring the world of paper science and engineering, or a librarian, this book serves as both an introductory guide and a practical reference.

Featuring 13 chapters contributed by 12 new authors, including Malla, this new edition explores 10 different pigments essential to the papermaking process.

Highlights of this edition include:

- An overview of coated paper and the pivotal role pigments play in enhancing the performance attributes of coated paper/ paperboard.
- Detailed insights into various pigments, from kaolin clays to synthetic plastic pigments, covering their physical and chemical properties, manufacturing processes, and impact on coated sheet properties.
- Exploration of how different pigments affect the printability and overall performance of coated paper and paperboard

Malla holds a Ph.D. degree in Clay Mineralogy and Clay Chemistry from Rutgers University. Most recently, he was honored with the G. W. Brindley Clay Science Lecture Award at the 61st Annual Meeting of the Clay Minerals Society in Honolulu, Hawaii, June 3-6. The award is presented to a clay scientist who brings new ideas and is involved in innovative research.

To purchase the book, visit the TAPPI website at https://shorturl.at/9T7xo.



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#### Mondi Launches ProVantage SmartKraft Brown Solution

Vienna, Austia based Mondi announced the launch of the ProVantage SmartKraft Brown and White packaging solution. The two containerboard paper grades strike a balance between sustainability, strength, and printability, providing the tranquility needed in packaging decisions, the company said.





The papers are made of 100 percent fresh fibre on the top and 100 percent recycled fibre underneath (two-ply solution), blending sustainability, strength, cost efficiency and printability.

Like all Mondi Containerboard papers, the company says they are 100 percent recyclable and made from 100 percent responsibly sourced raw materials.

ProVantage SmartKraft grades combine fresh and recycled fibres and are available in both brown and white variations, aiming to minimize environmental impact while

maintaining high standards of quality and strength. These containerboard paper grades are suited for e-commerce, retail and fast-moving consumer goods packaging, by using responsibly sourced raw materials.

"Our customers need high performance, sustainable paper and packaging solutions and we can offer this with our extended range of ProVantage containerboard papers," said Gijs Huisman, Mondi Sales Director, Containerboard.

## AICC Emerging Leaders Webinar Set For July 11

AICC, The Independent Packaging Association, announced the New Emerging Leaders Member Webinar, is set for July 11 at 3:00 p.m. ET. Participants will have the opportunity to meet the current EL Committee Members and EL Delegates, and learn about the different EL Committee roles, teams, Delegate positions and responsibilities. Both the EL Committee and Delegates work with the AICC to plan all of the Emerging Leader events that are held annually. During the call, you will also learn the path that you can take to get more involved if you wish to do so.

This event is only open to AICC Emerging Leaders who have joined since January 1, 2023. For more information, contact Chelsea May, Education & Training Manager, at cmay@aiccbox.org.





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#### **Connected Packaging: Taking Brand Consumer Interaction To A New Level**

#### BY CRAIG STOBIE

With greater consumer choice than ever before, a product's visual appeal is a crucial factor in capturing consumer attention beyond a loyal customer base. Attractive packaging and labels with unique, eye-catching designs enhance shelf appeal, encouraging consumers to take a closer look.

Stand-out homeware packaging designs might feature print matching the pattern of the tableware within, while limited-edition packaging and



**Craig Stobie** 

labels – such as bottles with custom shrink wrap celebrating sports events or personalization add a layer of exclusivity and collectability.

While the inclusion of mail-away coupons and competitions on product packaging is nothing new - US cereal giants Kellogg's and General Mills ran their first promotions more than 100 years ago - historically, the communication between brand and consumer has been one-sided. The objective remains the same: delighting con-

sumers and fostering brand loyalty, but packaging-based promotions have evolved to be more interactive than ever before.

Today, novel packaging is often developed to excite consumers, prompting them to share a photo or unboxing video via their social media accounts - offering free brand exposure or, in the case of the Heinz Tattoo Stencil label, a way to express their die-hard devotion to the brand.

Equipping packaging with QR codes can help bridge the divide between the physical and the digital world, taking consumer experience to a new level. QR codes enable an instant connection between consumer and brand, providing consumer access to product information and allowing brands to capture consumer responses and feedback.

In retail, the transition of packaging barcodes to standardized QR codes powered by GS1 – previously known as the GS1 Digital Link – at

the point of sale has begun, increasing brand interest and leading brand owners to discover the technology's versatile applications.

QR codes powered by GS1 may be small, but they have the power to deliver information to multiple stakeholders via one convenient scan. They provide valuable data and enhanced product traceability to brands and retailers while delivering helpful or engaging content to consumers.



What's more, the content can be changed over time or personalized, without changing the packaging.

This is made possible by the standardized structure of the Uniform Resource Identifier (URI) represented by the QR code. In the simplest terms a URI is a website address that includes a sequence of identifiers and attributes that serve as gateways to information such as expiry dates, serial numbers, and batch/lot numbers, as well as landing pages for marketing content.

Depending on what device or app is used to read the code, certain

**CONTINUED ON PAGE 16** 

#### **EnCore Modules:**



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#### Connected Packaging (CONT'D FROM PAGE 14)

identifiers are processed to provide access to a specific data source. This means that a mobile phone camera scan might open a landing page presenting information regarding recycling and sustainability to consumers, while brands and retailers using an EPOS scanner might gain access to supply chain tracking and expiry dates to inform dynamic pricing strategies.

Packaging is the key touchpoint between consumer and brand – where consumers expect to find everything they need to know about a product, from allergens and nutrition to usage and recycling instructions – but also the best opportunity for brands to make a lasting connection with the consumer.

With customer retention considered easier than gaining new customers, packaging QR codes allow brands to drive app downloads and sign-ups to loyalty programs and online communities. Members are rewarded with access to exclusive content, discounts, freebies, and events. In return, brands gain a loyal audience for cross-promotion and compliant personal data for use in targeted marketing campaigns.

Competitions and games are popular, and joining games commonly promoted by QR codes on soft drink labels or snack packaging is easy. For example, Coca-Cola's recurring What the Fanta? Campaign uses QR codes on bottles and cans to give consumers clues about a mystery

flavor. In addition to providing entertainment, scannable QR codes can transform time-consuming, mundane tasks such as locating manuals and ordering spare parts, helping to deliver a more convenient consumer experience and enhancing brand loyalty. The addition of variable data elements, such as a batch or serial numbers, enables the content served to change over time: the first scan could open a landing page to provide model-specific assembly, installation, or user videos, while subsequent scans could provide content to assist with warranty registration, for example.

Considering potential returns like this, it is not surprising that connected packaging is high on brands' priority lists, with 80 percent of respondents of Domino and Appetite Creative's Connected Packaging Survey 2024 citing that connected packaging will be increasingly important to the packaging industry in the next 12 months and 88 percent planning a connected packaging campaign this year.

Today, forward-thinking brands are using QR codes to create immersive, interactive experiences to enhance interactions with consumers, as well as adopting GS1 technologies to future-proof their business. Providing information for multiple stakeholders via one compact code allows brands to focus label and packaging designs on maximizing consumer appeal and driving scans.

For more information, visit **domino-printing.com**. Craig Stobie is the Global Sector Development Director at Domino Printing Sciences.





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- more automation; more uptime; more efficiency; more productivity
- more sustainability: enhanced recyclability of finished printed board



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VIDEO: Finn MacDonald, President of Independent 2



## **Adhering** to Strict **Standards** In Anilox & **Glue Roll Technology**

## Mainline Conveyor Systems: Rethinking Conveyor Solutions

Mainline Conveyor Systems was founded by Roger Brown in 1991. Once customers experienced the quality of Mainline's products and services, the company began to grow. For over 30 years, Brown led the company and Mainline went through many new expansions and changes.

Once Brown was ready to retire, Terry Smith took over as CEO after purchasing the company in 2022.

Smith had previously worked at Mainline as a teenager and intern during college. With a passion for the industry and a desire to grow Mainline, he was the perfect fit for the job.



While much of the industry has remained the same, Mainline continues to rethink conveyor systems — finding new solutions to increase efficiency, safety, and functionality. Working with their customers one-on-one to really understand their business and needs, Mainline develops customized solutions.

"A customer can expect that we know their environment, we know their equipment, we know their plants. We know what we can do with our conveyor systems. But we're always looking to give them more," said Smith.

In the past two years, Mainline has grown in all facets. This steady growth is a result of the intentionality and exceptional service the team provides to the customers.

To keep production and efficiency up, Terry Smith, CEO, and Brandon Martin, Vice President of Operations, knew they would need a new facility to accommodate the company's growth.

Their new building is a 96,000-square-foot facility that is located in Mooresville, Indiana — continuing the legacy Mainline had already established. With the move, the leadership team feels prepared for the next 30 years of business.

The new building allows Mainline to provide a smoother experience and an overall higher-quality product for

**CONTINUED ON PAGE 20** 



## Challenge the Status Quo

A lot has stayed the same in the industry over the years. But, if you're looking to improve your conveyor systems and find new solutions to increase your efficiency, safety, and functionality—we'd love to meet with you.

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#### Mainline Conveyor (CONT'D FROM PAGE 14)

their customers. Terry Smith, CEO, takes this growth seriously — always putting the customer first in these times of company growth.

"I think the future is bright for Mainline. We've got the ability to grow into our new space. We've got the ability to add more technology, advanced manufacturing.



"I think we're going to be a bigger player in the corrugated industry as we move forward," said Martin.

Mainline Conveyor Systems will be at the SuperCorr-Expo, September 9-12, and will share some exciting advancements, improvements, and products at their booth.

To learn more, visit MainlineConveyor.com/SuperCorr.





## XTR LINERBOARD

A LIGHTWEIGHT SO POWERFUL, YOU'D THINK IT WAS A HEAVYWEIGHT





#### Wasatch Container (CONT'D FROM PAGE 1)

printing I knew was cutting edge," he said.

After high school, he went to the University of Wisconsin-Stout to study graphic arts management which he envisioned as his career.

But an Intro to Packaging elective class allowed him to see how perfectly the two concentrations were connected which ultimately led to his degree in packaging engineering with a focus on graphic arts management.

"I think I'm the only person in this room that chose packaging as a career path and I'm still in it for all these years," he said.

After leaving Stout, Frisch took an entry-level position at Flour City Press Pack in Minneapolis, a folding carton and rigid box converter, where he was by far the youngest employee. He worked in estimating and purchasing, and eventually joined the sales division.

"I found that to be very exciting. After many years of sales, I had the opportunity to be sales manager. I loved that title; I loved that position. I was finally there," he said.

At Flour City, he was managing people who were decades older than him and that prompted him to take night classes at the University of Minnesota to learn more about leadership, business, sales training, and finances.

With a willingness to take on new challenges throughout the plant, a strong work ethic and a boatload of ambi-

CONTINUED ON PAGE 24



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.





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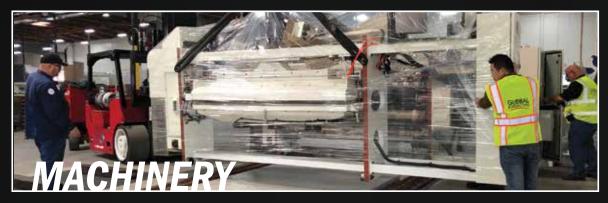








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- Machine Upgrades, Retrofits, and Extensive Preventive Maintenance as Needed
- Published Commercially Available Parts List



#### Wasatch Container (CONT'D FROM PAGE 22)

tion, Frisch excelled in his career and rose to the position of president at the ripe age of 31.

"Imagine that this yahoo at 31 being president of the company with 195 employees, five labor unions; it was a lot of responsibility for me, but I thought I was up for the task," he said.



Jerry Frisch, President of Wasatch Container, was the industry speaker at the AICC Spring Meeting.

Frisch would lead efforts to modernize the plant and, of course, grow sales. He oversaw the implementation of the cutting-edge-at-the-time IBM software system, the AS400, and the incredible facsimile machine, a \$3,700 purchase

that nearly broke the bank. He would also oversee big purchases including a six-color offset press and a Bobst die cutter.

Under his leadership, Flour City went from being a \$4 million to a \$16 million company. But after 15 years of helping grow the business, Frisch found that situations can change in a heartbeat when it was sold out from under him and he was out of work at 35.

"I had three little kids, a wife, a house payment and a car payment," he said.

#### The Frisches Go West

But Frisch still had cards to play. His involvement with the National Association of Paperbox and Packaging led to his serendipitous meeting with Paul Keyser, who passed away in 2023, Chairman of the Board at Utah PaperBox. Theirs was an instant friendship and meeting of the minds.

"Paul and I had many conversations about best practices of how to run a business," Frisch said.

Eventually, Keyser convinced him to uproot his young family and move to Salt Lake City, Utah in 1990.

"It was a relatively easy move because all he asked me for was a two-year commitment, and that's what I gave him," Frisch said.

"If you make a commitment, live up to it no matter what."
Frisch put his sales skills to work at Utah PaperBox but also aspired to strike out on his own. Sensing the need for an independent corrugated sheet plant in the area, he





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## Board Converting NEWS INTERNET DIRECTORY

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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 24)

prepared a business plan and presented it to Keyser as a potential partner.

After learning the hard way in what can happen without a clear succession plan, Frisch also saw the importance of a buy-sell agreement, a legal contract for co-owners of a business that stipulates what happens to stock ownership in the event of a death, disability, divorce or other triggering event of an owner.

Frisch said that the buy-sell agreement is a must so that the ownership remains in the best interest of the company and fairness to the owners.

"If you don't have one, it's going to cost a lot of money and ruin a lot of friendships so please keep that in mind if you are doing this," he said.



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

Once Frisch and Keyser hashed out the deal as 50/50 partners, they bought a lot and built a \$1.1 million, 30,000-square-foot building and branded it Wasatch Container after the Wasatch Mountains. The investment was a big risk for Frisch personally. He said his pockets were not as deep at Keyser's, but his wife, Paula, was behind him, and together they took the leap.

"I exhausted all my savings and I had to refinance my home. I actually had to refinance my home again about five years later," Frisch said.

#### **Keep Learning**

Like many startups, Frisch said they purchased a lot of old, manual equipment including a two-color printer slotter, a paper gluer, and four-bar slitter to get up and running. In 1995, they shipped their first order, but he knew there was more to learn on the way to profitability which is why he reached out to AICC.

"I needed to join an organization that could help teach me the corrugated business as well as meeting those in the industry," he said.

Frisch was blown away at the first meeting he attended in Las Vegas in 1998 by how excited members were to tell him all about the box business. They shared their stories

**CONTINUED ON PAGE 28** 

#### **Macarbox**



## THE High Performance Alternative

Macarbox manufactures technologically advanced and high performance converting machinery for corrugated board. We are honored to present our wide product range to the US market: Flexo Folder Gluers, Rotary Die Cutters, Corrugators, Laser Cutting and Digital Printing machines.

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#### 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.

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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.

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#### 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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#### **CORRUGATOR BELT SERVICE LLC**

#### www.corrugator.com

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

#### Wasatch Container (CONT'D FROM PAGE 26)

and explained what markets they served and how they got there.

"I also found in AICC some great mentors that have really coached me over the past 29 years. I believe mentors in life is what has made a difference of me being who I am and me being a failure, so I encourage everybody to find mentors," Frisch said.

Eventually, the company invested in better equipment, most notedly a three-color flexo folder gluer. It was performing beautifully, then within 45 days of startup, the economy collapsed setting off the recession of 2008. It was a stressful time to be making big payments on equipment, but Wasatch Container survived that crisis, wiser to the importance of keeping debt in balance.

It was just one of the lessons he would stress as a mentor himself to other box makers and chairman of the AICC.

#### What's Luck Got To Do With It?

He's been told often over the years that he is lucky, but Frisch doesn't think so.

"I don't believe in luck," he said. "My definition of luck is when experience meets opportunity. If you don't have experience, you don't have opportunity."

Such was the case in 2010 when talking to a Boeing representative who was complimenting them on how great they were as a foam and corrugated manufacturer and that he wished his crate supplier was half as good. Though Wasatch wasn't in the crate market, they told the man they absolutely built crates.

"He said, 'Great, when can you start supplying us the crates?' I said, 'Sir, right now we're about 8 to 12 weeks out," Frisch said.

Frisch said they purchased top-of-the-line equipment for the crate operation, and at less than \$30,000, it was still less than the glue system on their flexo folder gluer.

"Be prepared for what can happen to you in business," he said. "You see an opportunity, you seize it."

In 2010, Wasatch Container was now a corrugated sheet plant, fabricator, and crate builder. His son, Ryan, Vice President of Sales, and daughter, Lauren, Vice President of Administration, joined him at the helm, and today, each own 19.5 percent of the company.

"I can't tell you how wonderful it is to have great partners in business," he said.

#### A Second-Generation Company

By 2019, Frisch said they had reached an inflection point and called a family meeting.

"We needed to decide who we were and what we were going to do — sell the business or expand," he said. "The question was answered in seconds. Both my kids said, 'Dad, we're all in. Let's roll."

That year they bought the lot next to them, hired an architect and started on a new building just before the Covid pandemic became the next kink in the chain.

Supply chain and labor issues were just a couple of the

CONTINUED ON PAGE 30

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#### CORRUGATED REPLACEMENTS, INC.

#### www.corrugatedparts.com

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 a rapid turn-around rate, keeping machines running at their 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 CorLock anvil covers, and urethane Lead Edge Feed Wheels.

#### **EMBA**

#### www.embausa.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 $^{\mathbb{M}}$  System or Alphasonics solutions. We also offer Xpress $^{\mathbb{M}}$  mobile cleaning service at your facility or ours.

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#### **DOMINO**

#### www.dominodigitalprinting.com

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.

#### Wasatch Container (CONT'D FROM PAGE 28)

irons added to the fire, but they forged on with the addition of 110,000 square feet and a new Kolbus RD115S, conveyor and strap systems, electric forklifts, unitizers, etc.

Wasatch is still up for new ventures with a protective packaging division to help expand their business deeper in the aerospace and military markets.

Additionally, they are going national with their case business.

"Look for opportunities," Frisch said. "I think they're everywhere and they come at you when you're not even expecting it."

He is grateful for his wife and family who knows what it means to have fun together both in and outside of work.

"To be successful in business, you need a great family," Frisch said.

"I have a great family. A family will stand behind you all the time. They understand you and help you through all the highlights and all the challenging times."

In the highway of life, Frisch said the high road is best.

"It may cost you a lot more money that you've ever imagined. There are a lot of emotions, and it can be very unnerving, but I can assure you that the high road in life is always the right thing to do.

"You'll gain more respect from your peers and your neighbors and your friends, AICC members, and you'll sleep better."



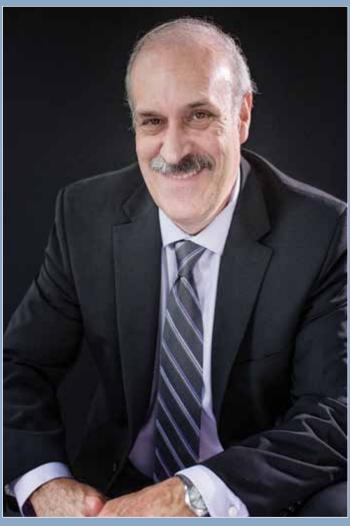
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#### THE HAIRE GROUP

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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**

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Kernic Systems has been a leading global provider of recycling equipment solutions since 1978. For over 40 years, Kernic Systems has provided balers, air conveying and dust collection systems, shredders, industrial vacuums, and recycling equipment to a wide range of markets. Today, Kernic Systems serves customers with an expanded offering of standard products and custom-engineered systems through three primary business divisions: Recycling Solutions, Dust Collection and Air Pollution Control, and Material Handling.

#### **KIWIPLAN**

#### www.kiwiplan.com

Kiwiplan provides state-of-the-art software solutions to corrugated, folding carton, plastics and flexible packaging facilities around the globe. 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. With deep manufacturing and distribution expertise, Kiwiplan knows the specific problems customers face and provides the specialized software they need to adapt, compete, and win in today's rapidly changing world.

## Koenig & Bauer Reorganizes Digital & Webfed Management Team

Würzburg, Germany based Koenig & Bauer has announced personnel changes to its Digital & Webfed AG & Co. KG management group.

Philipp Zimmermann succeeds Christoph Müller as CEO of Digital & Webfed and will be responsible for the overall management of the segment, sales and product management.

At his side, Markus Dörr will assume responsibility for the financial aspects as CFO. He was previously responsible for the finances of the subsidiary Koenig & Bauer Industrial.

As CTO, Thomas Potzkai will continue to be responsible for technology and service.



From left, Philipp Zimmermann, CEO; Markus Dörr, CFO; and Thomas Potzkai, CTO.

With this step, the group is consistently aligning its governance structure with market requirements and strengthening the independence of the segments.

As part of the 'Spotlight' focus programme, Koenig & Bauer already announced the D&W 2.0 reorganization program at the beginning of May 2024 to address the ongoing loss-making situation in the Digital & Webfed segment.

The program focuses on organizational, structural, and operational measures to safeguard earnings opportunities in the growth markets of flexible packaging, digital printing and corrugated board. This program is headed by Andreas Pleßke, CEO of Koenig & Bauer.

With this program, the company said that the group is also reflecting the developments in the current product portfolio of the Digital & Webfed segment at management level.

In recent years, the focus has moved to inkjet, CI flexo and corrugated printing presses in addition to the extensive service business - also for the installed base of newspaper presses.

In his function as board member of Koenig & Bauer AG, Christoph Müller will increasingly focus on the network built up over decades to further advance technologies and partnerships in the field of digital printing, the company said.



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## Board Converting NEWS INTERNET DIRECTORY

#### OHIO BLOW PIPE/ADVANCED AIRSYSTEMS

#### www.obpairsystems.com

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.

#### **OMP**

#### www.omp.com

OMP helps companies facing complex planning challenges to excel, grow and thrive by offering the best digitized supply chain planning solution on the market. Its Unison Planning concept has a unique approach. It handles all supply chain planning challenges in a unified way, synchronizing all planning stages, horizons, functions and roles. Hundreds of customers run OMP's cloud-based solution to generate more value by making informed decisions. OMP invests one out of every three dollars earned into innovation.

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We custom design, install and service air conveyed scrap and dust collection systems. Our unique APS® is smaller, lighter, and more reliable than current cyclones. Contact us to learn how the APS® System can enhance your operation.

#### PROFERO SYSTEMS, INC.

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Profero Systems the leader in double facer heating and traction section conversions along with other performance enhancing products. Featuring products from Contact Bars and Compensating Rolls to New Glue Machines and Double Facers.

#### **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.

## The BoxMaker Announces Return Of University Summer Camp

Kent, Washington based The BoxMaker, a provider of custom packaging solutions, announced its fourth annual Summer Camp program, taking place virtually on July 22-26. This year's event offers a lineup of free on-demand classes covering a wide range of packaging topics.

Brand managers, marketers, and supply chain professionals are encouraged to register for this unique educational showcase to broaden their understanding of custom packaging in a variety of subjects. For fellow packaging manufacturers and distributors, The BoxMaker offers a specific "Trade Track" of industry-focused content.



Content for each day of the five-day series is built around a different theme to provide a deep-dive into a specific topic:

- 7/22: Supercharged Sales & Marketing
- 7/23: Streamlining Supply Chain & Operations
- 7/24: Excelling at E-Commerce
- 7/25: Sourcing Sustainable Solutions
- 7/26: Ready for Retail

In addition to classes taught by The BoxMaker's packaging experts, Summer Camp features a dynamic roster of guest speakers. The 2024 agenda includes webinars presented by Cruz Foam, DirectMail 2.0, Nitid Studio, Pregis, and more.

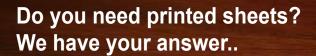
"We are thrilled to announce the return of BoxMaker University Summer Camp this July," said Katy Hart, Director of Marketing and Communications at The BoxMaker. "We are committed to delivering exclusive, accessible content led by industry experts that offers unique insights for brands and packaging buyers. By providing these sessions online at on-demand, we ensure that all participants can benefit from our expertise, even during the busy summer season."

Each day of BoxMaker University Summer Camp, participants receive a digital resource bundle sent to their email inbox with links to the day's classes, content, and tools. To gain access to this exclusive content, individuals must simply register online.

BoxMaker University Summer Camp is available for free to registered attendees, and all content can be watched on-demand on the date of release. For more information and to register, visit **boxmaker.com/summercamp**.







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#### For more information contact:

Charlie Freeman | 816-500-8889 | cfreeman@heartlandsheets.com Tim Kramer | 816-841-8317 | color@heartlandsheets.com

## Board Converting NEWS INTERNET DIRECTORY

#### SAUER SYSTEM

#### www.sauersystem.com

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 ®**

#### www.sunautomation.com

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 lloT platform, Helios, and is the OEM source for Langston/Staley equipment parts and service.

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#### **VT GROUP**

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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 ergometrics, and person to person conversation provides a way to identify safety and process inefficiencies.

## PPC Announces Open Registration For Fall Meeting

The Paperboard Packaging Council announced open registration for its Fall Meeting & Leadership Conference set for September 30 to October 2 at the Renaissance Waverly Hotel in Atlanta, Georgia. They will also celebrate the top honorees of the 81st annual North American Paperboard Packaging Competition and the finalists of the Paperboard Packaging Alliance's 2024 Student Design Challenge.

To register and book your room, visit paperbox.org.

#### AF&PA Releases May Printing-Writing Report

The American Forest & Paper Association (AF&PA) released the May 2024 Printing-Writing Monthly report. Printing-writing paper shipments increased 1 percent in May compared to May 2023. Printing-writing paper inventory levels increased 2 percent when compared to April 2024. U.S. purchases of printing-writing papers increased 10 percent in April compared to the same month last year. Individually, U.S. uncoated free sheet (UFS) purchases increased 10 percent over the same period, coated free sheet (CFS) purchases increased 21 percent while mechanical (MECH) paper purchases decreased 4 percent.

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### Packaging Companies Struggle To Meet Environmental Goals

BY GREG KISHBAUGH

Despite intense industry pressure and media pressure, there remains a significant gap between companies' stated plastic reduction commitments and actions taken to meet them.

Berkeley, California-based nonprofit organization As You Sow recently partnered with environmental solutions platform Ubuntoo to produce their "2024 Plastic Promises Scorecard," which ranks 225 global companies across 15 industries based on their ambition and actions to reduce plastic packaging pollution.



Corporations have a vital role to play in tackling plastic pollution at its source and many international plastic treaty negotiations and new extended producer responsibility (EPR) laws exist to shift the regulatory environment to hold manufacturers financially accountable for producing scrap.

As You Sow cites a recent study published by The Washington Post showing that corporations with branded plastic pollution found in waterways also face a financial and competitive risk, along with the potential for damaging their brand equity with consumers for failing to reduce their plastics use or make meaningful progress on their plastic pollution commitments.

The companies in the report were evaluated on their actions and ambition across six criteria to prevent plastic pollution. Key findings in each category include:

**Recyclability**. Most companies have recyclability goals but are likely to miss their targets, according to the report. Only 22 of 147 companies with recyclability goals are on track to meet their targets because most packaging fails to align with what American communities have the ca-

CONTINUED ON PAGE 38

#### Tungate Group Invests In Bobst Flexo Press

Staffordshire, UK-based packaging and label supplier Tungate Group has invested in a Bobst Master M5 flexo press to enhance its narrow web production capacity. The investment in the Master M5 press marks a milestone for Tungate Group, established in 1984. The decision to invest in the 630 mm-wide flexo press with UV LED lamps for curing will reportedly enable the company to meet customer demands efficiently while driving innovation, cost control and sustainability in its operations.



L-R: Adrian Birtwistle and John Carter, operators of the Master M5 flexo press, at Tungate Group.

The Master M5 is a highly automated press suitable for label and flexible packaging production; it can be equipped with oneECG technology, which digitalizes color matching with an extended 7-colour gamut.

#### Autumn Graphics Invests In Miraclon Shine LED Lamp Kit

Packaging graphics solutions provider Autumn Graphics, a flexo trade shop in London, Ontario, has invested in the Shine LED Lamp Kit, innovated by Miraclon as a simple, low-cost route from inconsistent fluorescent exposure to the multiple advantages of LED technology.

A Shine LED kit has been retrofitted to a plate exposure frame at the company's location in Fayetteville, Arkansas.

**CONTINUED ON PAGE 39** 



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#### Packaging Goals (CONT'D FROM PAGE 37)

pability and capacity to recycle in practice and at scale.

**Reduction**. The report claims companies are using more plastic despite reduction goals. One hundred companies pledged to use less virgin plastic, yet almost all are committed to replacing virgin plastic with recycled plastic rather than reducing their plastic use overall.

**Recycled content.** Most companies researched have recycled content goals, but don't invest in infrastructure to facilitate recycling. Of the 225 companies, the report shows 145 have a goal to utilize recycled content but notes there is not enough recycled content supply to meet demand due to a lack of corporate investments in packaging collection and recycling.

**Recovery**. Few companies have goals to ensure packaging never becomes waste, according to the report, noting that nine companies have set quantitative, timebound goals to collect packaging for recycling or keep scrap out of the environment.



**Reusable**. Corporate commitments focus on reuse pilot programs, not adoption, the report claims. It lists 43 companies as piloting reusables, but few have integrated reusables as a permanent part of product delivery.

**EPR**. The report shows that nearly 20 percent of companies researched have earned the top score of "5" for publicly supporting EPR and voluntarily contributing financial resources for end-of-life packaging collection and recycling.

As You Sow says shareholders also have been supportive of companies adopting more sustainable packaging practices. Per the report:

- 54 percent of independent shareholders at The Hershey Co. supported the company considering how to support a circular economy for packaging;
- 40 percent of independent shareholders at Restaurant Brands International supported an As You Sow proposal calling on the company to reduce its contribution to ocean plastics pollution; and
- 33 percent of independent shareholders at Amazon supported a proposal asking the company to consider how it can make all packaging curbside recyclable, reusable or compostable.

The full Plastic Promises Scorecard can be viewed at <a href="https://www.asyousow.org/reports/2024-plastic-promises-scorecard">www.asyousow.org/reports/2024-plastic-promises-scorecard</a>.

#### Autumn Graphics (CONT'D FROM PAGE 37)

"The plate room staff are enjoying faster exposure times and more consistent plate production," said Operations Manager Wess Gano, "and are spending much less time calibrating and recalibrating." He added that additional Shine LED Lamp Kits will be installed at other Autumn sites in the future.

By utilizing customers' existing fluorescent exposure frames, the Shine LED Lamp Kit can be retrofitted in the field in a few hours, according to Miraclon, offering users up to 5,000 hours compared to 800 hours for fluorescent tubes.

The Shine LED Lamp Kit won top awards for both Sustainability and Technical Innovation at this year's FTA Excellence in Flexography Awards.

Autumn Graphics provides converters, printers, agencies and consumer product clients with pre-media production, plate production, brand management, 3D packaging development and print production technical services. Founded in 1982, the company has been a FLEXCEL NX System user since 2008, having been a beta site for the technology.

#### People & Places

#### **FPA**

Alison Keane, will step down from her position as President & CEO of The Flexible Packaging Association (FPA) on August 1, 2024. The organization is initiating a search to identify a new leader. The association is drawing on the steps in its succession plan to guide the process of selecting a new



Alison Keane

President & CEO. It formed a search committee to oversee the process and has retained executive search firm Vetted Solutions to coordinate the search.

#### **NextGen Label Group**

Bob Friedburg has been appointed Vice President of Business Process Engineering & IT for NextGen Label Group,

North Syracuse, New York. Friedburg has more than three decades of experience in the label printing industry.

Friedberg will lead the charge in optimizing business processes and implementing cutting-edge systems, all while ensuring the security and efficiency of NextGen Label Group's



**Bob Friedburg** 

network infrastructure. His leadership will be particularly instrumental this year as he spearheads the implementation of the company's new business system, which aims to improve the overall customer experience.

#### **UPM Raflatac Celebrates** 10 Years Of Label Life

Label Life by UPM Raflatac is marking 10 years of its life cycle assessment service. Over the past decade, Label Life has been a comprehensive life cycle assessment tool

for label evaluation, reportedly enabling businesses to make informed, environmentally responsible decisions. Continuously evolving to cover an ever-widening portfolio of more sustainable prod-



ucts, Label Life now accounts for more than 90 percent of UPM Raflatac's commercial portfolio by sales volume.

Label Life provides environmental information on label materials, utilizing the standardized method of life cycle assessment (LCA) to calculate their environmental impact from cradle-to-grave. Customers benefit from individual footprints or "product passport prototypes" (PPPs) displaying 25 indicators, as well as focused comparisons of three key metrics — greenhouse gas emissions, energy demand, and water consumption.



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## CCE International 2025 To Spotlight Industry Resilience, Innovation

The CCE International show, to be held in Munich, Germany, from March 11 – 13, 2025, promises a look at the future of the corrugated and folding carton market.

As the international meeting point for sourcing efficient and cost-effective production solutions, CCE International embraces resilience and innovation, connecting industry stakeholders to the latest technology developments and international producers in the sector.

CCE International will take place parallel to ICE Europe, an event for the international converting industry.

## FTA's Fall Technical Conference Themed 'VIVA FLEXO VEGAS!'

Dr. John Anderson, Director of Advanced Print Applications at Miraclon, will serve as the Program Chair for the Flexographic Technical Association (FTA) Fall Technical Conference 2024, themed "VIVA FLEXO VEGAS!" The three-day technical conference and exhibition will take place October 7-9 at M Resort Spa Casino, just outside of Las Vegas, Nevada.

"My goals are simple: to create an engaging event that has something each day for everyone involved in the flex-

ographic supply chain," said Anderson.

Sessions for Fall Technical Conference 2024 will focus on topics members of the flexographic supply chain need to know, such as sustainability, prepress, color, application on press, LED exposure, experimentation and technical innovation.

The last session of the conference will feature brand owners who will use the platform to help attendees to better understand how to enhance these relationships.

## Flexographic Printing Market Size To Surge To \$14.7 Billion By 2034

The flexographic printing market had an estimated market size of \$8.5 billion in 2023 and is expected to reach a global market size of \$14.7 billion by 2034, increasing at a Compound Annual Growth Rate of 5 percent between 2024 and 2034, according to a report from Future Market Insights. By 2024, the market for flexographic printing is likely to reach a valuation of USD 9 billion.

Key takeaways from the market analysis, include:

- The global demand for flexographic printing reached
   \$ 6.5 billion in 2019.
- It is expected that water-based inks will attain a 4.8 percent CAGR through 2034.
- The market in the United States is anticipated to rise through 2034 at a 5.2 percent CAGR.



## Bobst To Showcase Die Cutters, Folder Gluers At SuperCorrExpo

Mex, Switzerland based Bobst has announced its participation at the SuperCorrExpo 2024 dedicated to the international corrugated board industry set for September 8–12 at the Orange County Convention Center, in Orlando, Florida.

"SuperCorrExpo provides a central forum for Bobst to present its vision for the future of packaging with cutting-edge technologies, advanced solutions and integrated services that boost end-to-end efficiency for corrugated converters," said Brian Foley, National Sales Manager, Corrugated Board, Bobst North America.

Virtual demos will showcase the Bobst Masterline DRO flexo rotary die-cutter, designed to equip converters with most versatile, automated, connected and highly ergonomic solution on the market. Combining quick set-up time, high-volume production and added-value packaging, this productivity solution enables an output of more than 430 million sq. ft. (40 million sqm) per year. It features high-quality inside-outside printing in a single pass, complex die-cutting capabilities and quick color changeovers, making it stand out as a solution for e-commerce boxes and shelf-ready packaging.

The Bobst Expertfold Di165 folder-gluer, developed in line with the demands of the market, will be demonstrated through live demos at the event. As a fully modular machine, its functionality and capacity can grow alongside the needs of the business. It can be fully automated, configured according to converting needs, and e-commerce focused, enabling businesses to perfectly tailor their production lines to their desired specifications.

Also featured will be demos of Bobst Connect, the integrated digital platform designed to improve productivity and optimize energy consumption.

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#### **INDUSTRY CALENDAR**

#### **JULY 16-18**

The Foundation for Packaging Education's 2nd Fundraiser Event Silverado Resort & Spa Napa, California

#### **JULY 17-19**

PPC Next Leadership Summit RRD Corporate Offices Chicago, Illinois

#### **JULY 22**

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

#### **AUGUST 7-8**

AICC Northeast Summit Borgata Hotel Casino & Spa Atlantic City, New Jersey

#### **SEPTEMBER 8-12, 2024**

AICC/TAPPI SuperCorrExpo Orange County Convention Center Orlando, Florida

#### SEPTEMBER 10-12

Labelexpo Americas Donald E. Stephens Convention Center Rosemont, Illinois

#### SEPTEMBER 30-OCTOBER 2

PPC Fall Meeting & Leadership Conference Renaissance Waverly Hotel Atlanta, Georgia

#### **OCTOBER 23-24**

AICC Mexico Annual Meeting & Trade Fair Hotel Grand Fiesta Americana Querétaro, Mexico

#### **NOVEMBER 12-13**

PPC Folding Carton Boot Camp PPC World Headquarters Springfield, Massachusetts

#### **NOVEMBER 14-17**

Label Expo India India Expo Centre & Mart Greater Noida, Delhi NCR

#### **DECEMBER 13-15**

ICPF Holiday Weekend The Refinery Hotel New York City, New York

#### APRIL 23-25, 2025

2025 Spring Outlook & Strategies Conference JW Marriott Indianapolis, Indiana

#### **APRIL 30-MAY 2, 2025**

AICC 2025 Spring Meeting Hyatt Regency Coconut Point Resort Bonita Springs, Florida

#### **Signode Adapts To Evolving Dairy Industry Trends**

As the dairy industry evolves into a thriving market brimming with diverse options and alternatives, manufacturers are encountering new challenges in the transit packaging process — from upholding stringent food safety standards to adjusting workflows to accommodate expanding product lines, all while keeping costs in line.



With over a century of experience developing innovative end-of-line transit packaging solutions, the portfolio of Tampa, Florida based Signode includes automation solutions, strapping and stretch wrapping systems, case packaging equipment, and protective packaging products.

While these solutions cater to a wide array of industries, the company said the Endra Horizontal Strapping System has emerged as an effective solution for the common challenges facing today's dairy manufacturers.

"Strapping systems can be a great solution for packaging temperature-sensitive products," says Andy Thibodeau, Container Equipment Manager for Signode.

"In addition to load breathability, which is essential for maintaining cold temperatures in transit, the Endra Horizontal Strapping System provides the load stability needed to protect product value upstream."

Easily integrated into most production lines and boasting a compact footprint, this versatile solution offers customizable strap tension options to accommodate mixed product lines, from softer boxed items to crates and large barrels. Requiring just two or three straps to sufficiently stabilize pallets of dairy products, this horizontal strapping system can significantly reduce consumable costs and material waste.

Shorter strapping cycle times and fewer strap coil changes enable high-speed processing while still handling products gently, meeting most dairy manufacturers' needs for reliable transport and retail-ready products.

From application testing and design in the Packaging Lab to installation and proactive maintenance via Packaging Plus Reliability Services, Signode facilitates seamless integration that enhances overall operational efficiency.

For more information, visit **Signode.com**.



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