



Diamond Anniversary

A Special Report by



Rubber-based p-s adhesives developed for surgical/ medical cloth tapes.*

*Source: Klein, B. 1994. They Built an Industry. Lima, OH: Fairway Press.

1845

TAG & LABEL MANUFACTURERS INSTITUTE INC. TIMELINE

TLMI MEMBERSHIP LIST

- 1961 Wise Tag & Label Co. Inc.
- 1962 Grand Rapids Label Co.
- 1965 Aquaflex
Mark Andy Inc.
- 1966 Wausau Coated Products
- 1967 Appleton
- 1969 TimeMed Labeling Systems Inc.
- 1970 DuPont Cyrel Packaging
Graphic Products
- 1973 Wausau Paper Specialty Products
Artcraft Converters Inc.
- 1974 Aladdin Label Inc.
- 1976 FLEXcon
Design Label Mfg. Inc.
Loparex Inc.
Novelprint Sistemas
De Etiquetagem Ltda.
- 1977 National Label Co.
- 1978 3M Converter Markets
Flint Group Narrow Web
MPI Label Systems of Ohio
Dow Corning Corp.
Hazen Paper Co.
- 1979 Rose City Label Co.
Thilmayr
- 1980 Gallus Inc.
ASL Group All Stick Label Ltd.
- 1981 Avery Dennison, Fasson Roll
North America
- 1983 RotoMetrics
CL&D Graphics Inc.
- 1984 Gerhardt USA Inc.
- 1986 Dow Industries
ExxonMobil Chemical,
Films Business
UPM Raflatac Inc.
- 1987 LGInternational
Spinnaker Coating
Plastic Suppliers
Chicago Tag & Label Inc.
Nosco (Diversco)
Spear
- 1988 Nashua Corp.
Label Solutions Inc.
Water Ink Technologies Inc.
Rohm and Haas Co.
Green Bay Packaging Inc.,
Coated Products Operations
Label House Ltd.
- 1989 Trinity Graphic USA
CCL Label Inc.
Avery Dennison Worldwide
Converting Div.
Praxair Surface Technologies Inc.
Kanzaki
Buckley Graphics Inc.
- 1990 Ritrama Inc.
Valley Forge Tape & Label Co. Inc.
GSI Technologies LLC
Multi-Plastics Inc.
Corporate Express
Craftsman Label Inc.
- 1991 Amherst Label Inc.
Belmark Inc.
Valeron Strength Films
Technicote Inc.
WS Packaging Group Inc.
Transilwrap Co. Inc.
Precision Label & Tag Inc.
Spectrum Label Corp.
CBC Coating Inc.
Harper Corp. of America
Topflight Corp.
Chemsubtants Intl. Network
Moore Wallace, an RR Donnelley Co.
Dunmore Corp.
- Environmental Inks & Coatings
Label Technology Inc.
The Kennedy Group Inc.,
Label Div.
Advanced Web Technologies Inc.
- 1993 Mitsubishi Polyester Film LLC
Hutchison Miller Sales
- 1994 Advanced Labelworx Inc.
Arjobex
DRG Technologies
Superior Business Assoc. Inc.
KTI - Keene Technology Inc.
MACtac
Nilpeter Inc.
Miami Wabash Paper LLC
Turner Labels & Shipping
Supplies Inc.
Gintzler Graphics Inc.
The Channeled Resources Group
Identification Products Corp.
Rotoflex International Inc.
Lauterbach Group
Copac Inc.
- 1995 Evonik Goldschmidt Corp.
ITW Labels
Lowry Computer Products
Labelad
Labelgraphics, a div. of
Shippers Supply
Fraser Paper Inc.
Nexfor Fraser Paper Inc.
National Adhesives
Taylor Made Labels Inc.
Stork Prints America Inc.
McDowell Label & Screen Printing
Kieran Label Corp.
- 1996 Mid American Rubber
Glattfelter
Creative Labels of Vermont
All Printing Resources Inc.
IIMAK
Anderson & Vreeland Inc.
Andrews Decal and Label Co. Inc.
Consolidated Label Co.
McCourt Label Co.
Mid Atlantic Label Inc.
Aetek UV Sys., a div. of American
Ultraviolet Co.
- 1997 Flexo-Graphics LLC
Industrial Marking Systems Inc.
Boise Paper Solutions
Smyth Companies Inc.
Gallus Ferd. Ruesch AG
Yupo Corp.
Scranton Label Inc.
Consolidated Products Inc.
Lederle Machine Co.
York Label
- 1998 Phenix Label
NASTAR Inc.
TAPP Technologies Inc.
Sato America Inc.
The John Henry Co.
Franklin Intl.
Craig Adhesives & Coatings Co.
Labels Unlimited
- 1999 Tech Tag & Label Inc.
Standard Register Co.
Ashland Specialty Chemical Co.
Pitman Co.
The Label Gallery
Prestige Label Co. Inc.
Flexo Wash
Flextec Corp.
Fujifilm Sericol Inc.

TLMI MEMBERSHIP LIST continues on page 46

Letter from the Chairman of the Board

Seventy-five years ago several prominent members of the tag-printing industry came together to discuss the possibility of forming a trade association, and



John Hickey
CEO, Smyth
Companies Inc.

soon thereafter the Tag Mfrs. Inst. (TMI) was officially created. What a long way we've come in the past 75 years since the association's inception; and speaking as the current chairman of the board, I see great potential for the continued growth and vitality of TLMI.

The opportunities and challenges that both the North American industry and the association face today are markedly different than those confronting the founding members of TMI. In 1933 the founding members of the association were facing the possible dissolution of the very market to which they were supplying products. Today, our association represents what remains a de facto and growing product decoration standard in an industry where environmental sustainability and globalization initiatives are paramount—two initiatives TLMI takes very seriously.

TLMI is continuously dedicating resources to environmental directives in an effort to offer our converter and supplier members resources and tools as our membership charts their own companies' course in addressing the sustainability and "green" demands of their customers and of the marketplace overall. TLMI's Environmental Committee is led by some of the industry's most prominent environmental experts, and their directives moving forward remain a core element in the association's function as a key resource for its membership and a progressive force for the industry.

The other issue the TLMI board considers one of its top priorities is that of globalization. The groundwork is being set in place to ensure TLMI expands its reach and bridges the markets of the Americas—bringing a new resource to the growing markets of Mexico and Central and South America. TLMI will be establishing delegations as directed by the needs of our membership, traveling to some of the world's economic powerhouses, including India and China.

As TLMI celebrates its 75th anniversary, we acknowledge and stand firm on the strength of our past; however, we also look to the future and take our role in the continued evolution of the global narrow web marketplace very seriously. I'm confident the TLMI board of directors moving forward will continue to address these market opportunities and challenges and build upon the association's firm foundation to secure its central place in the global marketplace for the next 75 years.

MISSION STATEMENT

TLMI is a member-driven association strongly committed to providing business solutions that enhance the prosperity of its members and the narrow web tag, label, and packaging industries.

First labels for product ID are produced in the US for apothecary industry.*

*Source: Klein, B. 1994. They Built an Industry. Lima, OH: Fairway Press.

1862

Letter from the President

The original goal of the founding members of our association was a simple, yet an important one. Twenty-one representatives from 19 companies recognized the need to meet once a year in order to discuss the issues they faced in trying to carve out a successful niche for their own businesses and for a new industry. Over the course of the following decades as the label decoration sector expanded, TMI became TLMI when the decision was made in 1962 to expand the Tag Manufacturers Inst. to include pressure-sensitive label manufacturers. Ultimately another decision was made that evolved TLMI into what it is today, and that was to allow supplier members to join and to attend annual meetings.



Frank A. Sablone

One of the central objectives of the association in the 1960s remains that of TLMI today: to have the leaders of our industry—the entrepreneurs, the presidents, and the senior managers of both our converter and supplier member companies—come together to discuss what are the most important issues of our industry and to provide a networking forum where relationships are cultivated and can be expanded. Our goal also continues to focus on creating programs and technical seminars that provide solutions and strategies senior management can take back to their companies and implement immediately.

We have witnessed a dramatic change over the past 75 years when it comes to the programs and events TLMI provides to its membership and the general marketplace. The adage “The only constant is change” is true, and TLMI has truly changed and evolved over the decades into an association that more effectively meets the needs of its supplier and converter members. What was reportedly considered an “Old Boys Club” decades ago has grown into a prominent association driven by its members and its board of directors.

TLMI’s volunteers who serve on and chair the association’s numerous committees along with our board of directors—both groups comprised of converter and supplier members—are the driving force behind every decision the association makes, and they are at the core of TLMI’s strategic objectives moving forward. This is why TLMI remains such a prominent force in the global narrow web sector and why the association will succeed for another 75 years. I believe the following testimonial given recently at a meeting by a new converter member says it all:

“This was our first meeting and we were pleasantly surprised. We had wondered about joining an association where many of the members are competitors. We found the reception was warm and welcoming, and I wish we had joined years ago.”—North American Label Converter

VISION STATEMENT

The premier member-driven association for the label and packaging industry.

TLMI MEMBERSHIP LIST continued from page 45

- | | | |
|------|---|---|
| 2000 | RK Dalburt Inc. dba Pioneer Labels Inc.
Kocher + Beck USA
ACPO Ltd. Adhesive Coated Products of Ohio
Collano Inc.
Hewlett-Packard Co.
Winco Identification Corp.
Whitman Label Co.
Toray Plastics (America) Inc.
Omnova Solutions Inc.
Hazen Paper Co.
Century Label Inc.
Multi-Color Corp.
Wilson Mfg. Co. | Arpeco
A & M Supply Co. Inc.
Custom Printed Products
ETI Converting Equipment
Labeltape
Mühlbauer
HC Miller
Catchpoint
Epsen Hillmer Graphics
MPS Systems
RBCOR LLC
3 Sigma Corp.
JH Bertrand Inc.
I.D. Images
4 Lakes
Axiom Label Group
PCM/Image-Tek |
| 2001 | Yerecic Label
Siegwerk
EcoSynthetix
Innova Films
Paper Converting Machine Co.
Collotype Labels Inc.
NewPage Specialty Papers
Macaran Printed Products
Stixon Labels
Logotech Inc.
API Foils
Tailored Solutions Inc.
DIP Co.
Contract Converting LLC
Smart Papers LLC
I-Graphics
Convert-All
TGW Intl.
Arizona Label & Packaging | 2006
Logmatix
Styers Equipment
The Label Printers
Cummins Label
Spectragraphics Inc.
Resource Label Group
Steven Label Corp.
Labelgraphics (Glasgow)
Novamelt
Nanoventions
Boehm Inc.
Neeah Paper Inc.
Spectrol Inc.
CRC Information Services
Henkel Corp.
Germark S.A.
Label World
Skanem AS
Dyna-Tech Adhesives
Fuji Hunt Chemicals USA Inc.
Advanced Barcode |
| 2002 | Brady Corp.
UPM-Kymmene Inc.
Sun Chemical Inks
Kurz Transfer Products L.P.
Wright of Thomasville
Interfilm Holdings Inc.
Monet Graphics Inc.
Horizon Label LLC
Accuweb Inc.
American Renolit Corp.
Electro Optic US Inc. | 2007
Connemara Converting
Nazdar
Pilot Italia SPA
The Control Group
Zebra
Color Ad Label
Ashton Potter
Delta Industrial
Zeller-Gmelin
Ray Press
Fujifilm Graphic Systems
Continental Datalabel
Digitalabel Inc.
Lightning Labels
Metro Label
Xode
AB Graphics
Hooven-Dayton Corp.
Gerber Scientific Products
MCS
Chesnut Engineering Inc.
Prism USA
Neschen Americas |
| 2003 | Kopco Graphics Inc.
Radius Solutions Inc.
Columbine Label Co.
Kodak
Luminer Converting Group
Lamtec Inc.
IST America
DiMS organizing print
Martin Automatic
Tailored Label Products
G-3 Enterprise | 2008
Karlville Development LLC
Graphic Sciences Inc.
Pesa Labelling Systems Inc.
Intermec Technologies
tesa tape Inc.
Fox IV Technologies Inc.
Label & Converting Solutions
AMAGIC Foils
Precision Label & Tag Inc.
Label Impressions
KPG Corp.
EPSON-America Inc.
Bostik
Bunting Magnetics
Polyplex Corp. Ltd.
Sani-Blast |
| 2004 | BBF Printing Solutions
Wikoff Color
Sekisui TA Industries (STA)
Hub Label
Precision Press
Kimbells
Bollin Label Systems
Inspectech
Ricoh Electronics Inc.
AVT-Advanced Vision Technology
Color Resolutions Intl.
Syracuse Label
Matan Digital Printers Ltd.
efi
Inovar Packaging Inc.
GEW
Coast Label Co. | |
| 2005 | Identco Intl.
MacDermid Printing Solutions | |



The National Industrial Recovery Act allows manufacturers to form trade associations.*

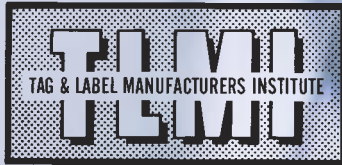
*Source: Klein, B. 1994. They Built an Industry. Lima, OH: Fairway Press.

Tag Manufacturers Institute (TMI) organized.



June 1933

June 15, 1933



TLMI Born of NRA

Many companies complain about the negative impact that government regulations can have on the way they run their businesses. In most cases, compliance equals cost. But members of TLMI and many other trade organizations actually have government regulation to thank for their groups' very existence.

Mike Weir, TLMI's longtime legal counsel and a trusted adviser to the association regarding all things legal for more than 50 years, explained in a 2000 interview that the Tag Manufacturers Inst. (which became TLMI in 1962) was actually born as a direct result of the National Recovery Act of 1933, which established "Codes of Fair Competitions" that allowed trade associations to be formed.

According to the act, "The President is authorized to enter into agreements with, and to approve voluntary agreements between and among persons engaged in a trade or industry...if in his judgment such agreements will aid in effectuating the policy of this title...." Members of the tag industry officially formed the Tag Manufacturers Inst. on June 15, 1933, with 21 original representatives from 19 companies.

The Textile Fiber Products Identification Act of 1958 further helped the tag industry flourish by requiring that "each textile fiber product (except those exempted) shall be labeled..." which resulted in linen or sometimes paper tags being produced and used in large volumes to detail product care recommendations on such things as towels.

The Nutrition Labeling and Education Act of 1990 (NLEA) "provides the FDA with specific authority to require nutrition labeling of most foods regulated by the Agency, and to require that all nutrient content claims (i.e., "high fiber," "low fat," etc.) and health claims be consistent with agency regulations." The regulations became effective for nutrition labeling in May 1994, which only enhanced the need for larger or even multiple labels on many food products.

FOUNDING MEMBERS

A preliminary meeting was held on June 1, 1933, for the purpose of deciding the advisability of inviting tag manufacturers to organize a trade association to enjoy the privileges of the then-impending Industrial Recovery Act. On June 15, it was unanimously voted by roll call to immediately organize a trade association to be known as the Tag Manufacturers Institute—the forerunner of today's Tag and Label Manufacturer's Institute.

In attendance at that meeting were representatives of the following companies:

- Acme Tag Co.
- Allen-Bailey Tag Co.
- American Tag Co. (2 attendees)
- Campbell Paper Box Co.
- Central Tag Co.
- Samuel Cupples Envelope Co.
- Dancyger Safety Pin Ticket Co.
- Dennison Mfg. Co.
- Ennis Tag & Printing Co.
- Harry M. Gifford Mfg. Co. (2 attendees)
- Haywood Tag Co.
- International Tag Co.
- Keener Mfg. Co.
- Keystone Tag Co.
- Michigan Tag Co.
- National Tag Mfg. Corp.
- Reyburn Mfg. Co.
- Robinson Tag & Label Co.
- Waterbury Buckle Co.



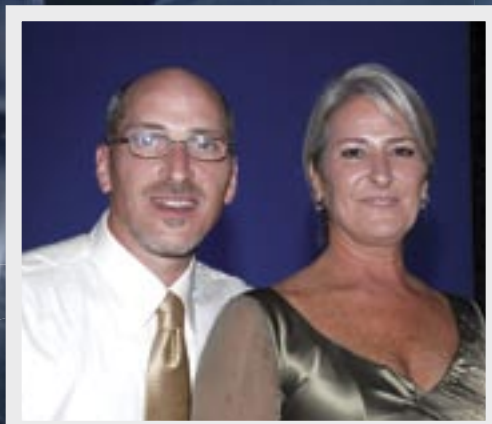
Mark Andy develops the flexographic tape printer.*

1946

3M develops a printable, self-wound tape.*

*Source: Klein, B. 1994. They Built an Industry. Lima, OH: Fairway Press.

1947



"Our membership has meant many things to us: a place to meet with peers and commiserate...to learn best practices...to meet and make great friends. I know our business would be a lot different today if we had not joined TLMI, and probably not different in a good way!"

D.R. Zaccone II, Executive VP, GSI Technologies LLC

EDP address labels created.*

Permanent p-s adhesives developed.*

*Source: Klein, B. 1994. They Built an Industry. Lima, OH: Fairway Press.

1951

1954

A Look at the North American Label Market Today

By Corey M. Reardon, AWA Alexander Watson Assoc.

America is the longest-established pressure-sensitive label market in the world, as well as the historical “home” of the industry, but it is undergoing change across the value chain—as is the rest of the world—as retail competition intensifies, globalization becomes a reality, new economies emerge, and margin and cost pressures drive consolidation and rationalization.

At a macro level, the weakened US economy also is having its effect. GDP growth for the US in 2007 was 2.2%, with a slowdown of 0.8% during the last quarter and with the housing and financial markets—and consumer confidence—in decline.

New labeling technologies also tempt the end-user. Wet glue and p-s labels now face competition from direct print, sleeving, in-mold labeling, and glue-applied wrap-around labels. Nevertheless, traditional global label demand continues to grow annually at 4.7% with the mature markets of North America and Europe growing overall at around 2.5% each.

While glue-applied labels still dominate the world, p-s labels today have the competitive edge in North America with 45% of the market. In 2007 North American demand for p-s labels totaled 8,060 million MSI (thousand square inches) with an estimated value of \$6 billion and a compound annual growth rate (CAGR) of 1.4% to 2012.

Glue-applied labels accounted for 43% of the market in 2007. Sleeving and in-mold labels accounted for 8.6% and 2% respectively; other labeling technologies make up the balance.

In terms of substrate, paper remains the leading global choice for all label facestocks, particularly for prime labels. In the p-s sector, security papers are enjoying good growth, as brand authentication continues to attract attention. For RFID, paper grades that will cushion and protect the chip are a developing market.

Paper facestock accounts for about 75% of the North American market, with films taking the majority of the remaining share in North America as a whole and also in each of its regional markets—US, Mexico, and Canada. A regional NAFTA breakdown

demonstrates the dominance of US demand—which will certainly continue—over Mexican and Canadian usage levels, although the latter two regions’ growth rates are considerably higher (see chart).

The Mexican label market is the most rapidly growing geographical NAFTA market, enjoying growth rates at multiples of those within the US, albeit from a much lower base. A conservative estimate of p-s label growth in Mexico is 5%. This compares with the US rate of 1.5%. The Canadian market is estimated to be growing at around 2%.

Growth in North American demand for p-s labels has slowed significantly from the double-digit levels recorded throughout the 1990s, but market demand remains modestly positive. The forecast CAGR for the period 2007–2012 is a low 1.2%, predicting a label demand of around 8,500 million MSI in 2010—a growth of around 500 million MSI compared to 2007 levels. Underlining this slowdown are the increasing maturity of p-s labeling, high levels of penetration in key market segments, and high per capita consumption.

Environmental responsibility and waste management issues are impacting the growth of p-s labels negatively, with state and federal government legislation now beginning to control the use and disposal of packaging materials (see page 54 “Serving the Environment” and page 56 “Environmental Leadership Award”). Campaigns, such as those at Wal-Mart, call for the reduction of packaging overall.

Other factors, such as the aging population, influence North American demand for labels. By 2009 14% of the Canadian population will be over age 65, as will the US population by 2013. The relevance of such statistics to label use lies in their positive effect on market sectors, such as health and beauty care and pharmaceuticals as well as single-serving convenience food and beverage packs.

Continuing economic expansion in regions such as Asia Pacific is benefiting North American label producers. They are well positioned to exploit export opportunities for labels and packaging: North American importers of goods manufactured in China and throughout Asia generally specify experienced sources for their labels. However, quality local supply is developing fast and, in the longer term, will present a threat to North American converters.

A LOOK continues on page 52

NORTH AMERICAN PRESSURE-SENSITIVE LABEL DEMAND BY REGION—2007

Region	Estimated Label Demand (million MSI)	Percent
US	6,820	85%
Canada	840	10%
Mexico	400	5%
Total	8,060	100%

Source: AWA Alexander Watson Assoc.



Mark Andy develops the p-s label press.*

Flexographic Technical Assn. (FTA) organized.*

*Source: Klein, B. 1994. They Built an Industry. Lima, OH: Fairway Press.

1956

1958

A LOOK continued from page 50

Label converters are finding new market niches in printing other types of “labels”—unsupported films for sachets and pouches, sleeves, tags, and tickets, etc.—on their combination narrow web presses. Digital print is coming into its own, both in modular presses and as a stand-alone process.

Government regulations can and do positively affect opportunities for greater use of p-s labels. Examples include the effect on the size and number of labels on wine bottles to meet statutory requirements on health warnings, contents, etc., and the numbers of high-value labels used in information and safety applications on automobile components and consumer durables.

For the future, we see the p-s label market continuing to be at the mercy of high raw material costs and reducing margins and also driven by changes in the domestic economy and increasing globalization. However, opportunities at all levels of the attenuated label industry supply chain are still there to be grasped. The rise of competitive label technologies, such as sleeving and pouches, are just new markets for converters with today’s leading-edge combination narrow web presses.

Corey M. Reardon is president/CEO of AWA Alexander Watson Assoc., Amsterdam, Netherlands, a market research firm specializing in packaging. AWA was commissioned to conduct the research for TLM’s 2007 North American Label Study on the p-s label and product decoration market. This assessment is a summary of that research, with all data updated to the end of 2007. For more information visit www.awa-bv.com.



Membership expands to include label converters; renamed TLMI.

Glossary of Terms published.

1962

1964

Serving the Environment

“Going green” has become increasingly popular among converters, suppliers, and end-users as more and more companies have a renewed focus that hasn’t been seen in years on the environmental impact of waste and air pollution. The TLMI Environmental Committee has been further enhancing its long-established programs to help members meet their various goals.

“It’s really all about information and education,” says committee chair Calvin Frost, CEO of The Channeled Resources Inc. “In the last five years, we’ve done some really neat things as a committee.”

The committee brings together environmental experts from TLMI member companies who share their knowledge of regulations, procedures, and new technologies. Through its three subcommittees, its goal is “to serve as a reliable source of environmental, health, and safety legislative, regulatory, and related technical information for the tag and label industry.”

TLMI’s Liner Recycling Subcommittee originally was established to develop a liner waste recycling program for members that will benefit the environment, the converting industry, and end-user packaging companies. Frost says the name and scope of that subcommittee soon will be changed to Recycling “because there are so many aspects of our business that we need to focus on, not just liners, matrix, et cetera.”

The Health & Safety Subcommittee provides information to members regarding safety and health issues in the workplace. Its most recent initiative is the “Safety Guard Contest,” which will recognize the three most innovative and effective guards as determined by press manufacturers themselves. The subcommittee received 12 entries, with the winners being announced at Labelexpo Americas this September.

The Recycle Compatible Adhesives Subcommittee, originally established to highlight the benefits provided by environmentally benign pressure-sensitive adhesives, will expand beyond PSAs to include other adhesives that enhance recyclability.



Photo courtesy of George Stattner, Chicago, IL 2008.

In addition, TLMI began recognizing the efforts of its members in 2003 with the establishment of an Environmental Leadership Award, which recognizes the leadership efforts of member companies that have demonstrated their commitment to good environmental practices.

Most recently, the committee created a task force, which is expected to become a subcommittee next year, to establish uniform standards for environmental “Best Practices,” some of which are major requirements of ISO 14001. The intent of the standard is to assist members in their efforts to address growing pressure from vendors and customers for assurance of environmental excellence. The effort is designed to maximize the amount of value members can realize from implementing environmental best practices with minimal economic investment, while also providing incentives and recognition for members who outperform the standard.



“Like all associations, the more you put into it, the more you get out of it. In our case, the benefits have been much greater than we could have imagined; we’ve developed new applications, and it’s all really been driven by TLMI and the fact that we are so involved in the association.”

Calvin Frost, CEO, The Channeled Resources Group

Membership expands to include suppliers (associate members).

1966

TLMI Environmental Leadership Award

In 2003 TLMI established an Environmental Leadership Award to recognize the leadership efforts of member companies that have demonstrated their commitment to good environmental practices. All TLMI members are eligible to apply. Candidates must be able to measure environmental benefits quantitatively by at least one of the following: reducing solid waste; expanding a recycling project; recovery of waste or energy; or implementing a new “clean” technology or process.

2007 winners

Fujifilm Graphic Systems USA Inc.
Metro Label of Toronto, ON, Canada



Plastic Suppliers

Ricoh Electronics Inc.

PAST WINNERS

2006	Innovative Technology	Plastic Suppliers
	Process Improvement	Ricoh Electronics Inc.
2005	Innovative Technology	G-3 Enterprises, Label Div.
	Process Improvement	DuPont Teijin Films
2004	Innovative Technology	Green Bay Packaging Inc.
	Process Improvement	WS Packaging Group Inc.
2003	Innovative Technology	E.I. DuPont de Nemours & Co. DuPont Imaging Technologies
	Process Improvement	Gallus Ferd. Ruesch AG

The Management Ratio report instituted. This study is said to present the only reliable financial statistics available for the tag and label industry.

Gallus markets the first high-speed rotary letterpress.*

*Source: Klein, B. 1994. *They Built an Industry*. Lima, OH: Fairway Press.

1973

1974

Resources

TLMI offers a number of resources designed to keep its members up to date on the latest news, innovations, and technologies affecting the association and the industry as a whole:

The TLMI website (www.tlmi.com)

Offers up-to-date information about the association, its members, and events, as well as links to and information about other industry resources.

TLMI ILLUMINATOR

A bi-monthly publication reporting on ongoing and future activities and events of TLMI and the tag and label industry as a whole. The *Illuminator* is available in print and by e-mail and can be downloaded from the TLMI website.

The North American Label Study

Published every three years, this comprehensive study reports on those forces that are shaping the North American label industry, including a forecast for three years. The study targets label converters, industry suppliers, and end-users. It provides a benchmark containing accurate and relevant research market data and knowledge to assist industry leaders in making business decisions critical to their growth and profitability.

TLMI Glossary of Terms

This hardcover book contains more than 900 definitions from A to Z of the most frequently used terms in the pressure-sensitive label industry. The glossary was

developed in the early 1990s by members of TLMI and as a tool for employees to enhance their understanding of the industry.

Products & Services Guide

This comprehensive list of TLMI members and the products and services they offer by product type and location is published annually in an industry trade publication.

They Built An Industry

Bill Klein's hardcover book chronicles the birth and growth of the label industry. It was written with the help of Don McDaniel (MPI Label Systems) and has been very popular with members.

Index & Trend Report

A quarterly report provides independent and relevant industry data to supplier and converter members for decision-making and long-term planning. It links quantitative data (including the Roll Stock Report and converter quarterly trends data) with a broader economic scope to interpret and highlight key trends.

COMMITTEES

Communications Committee—

Increases visibility of TLMI and member companies; develops trade journal advertising, press releases, and public relations programs.

Environmental Committee—

Educates members and sponsors research—at times in collaboration with similar printing industry committees—on current data that impact environmental and health and safety areas.

Industry Trends Committee—

Addresses new markets and technology trends with value.

Technical Committee—

Sponsors a bi-annual technical conference covering such subjects as inks, adhesives, facestocks, and dies; and updates the *TLMI Glossary of Terms for Pressure-Sensitive Labels*.

Membership Committee—

Recruits new and retains current members and implements new membership benefits.

"First I want to congratulate TLMI on its 75th Anniversary! It is truly a great legacy for future years in the converting industry. As a supplier we are always amazed at the unique designs that are on display at the awards dinner. Who thinks up these designs? It is truly a remarkable feat year after year. Our association with TLMI has exposed us to many companies in the tag and label industry that we now have the privilege of calling customers. We are pleased to be a working partner with this excellent organization and we wish TLMI many more years of success in the future."

Raymond A. Buisker, Chairman, Accuweb Inc.





Membership expands to include Canadian, Mexican companies.

1975



Membership expands to include international members.

1976

Suppliers of the Year

To honor and recognize individuals for their volunteer service and dedication to TLMI and the industry, the association has presented a Supplier of the Year award since 2003.



2007 - Daniel J. O'Connell, UPM Raflactac



2006 - Cindy White, The Channeled Resources Group



2005 - Ferd. Ruesch, Jr., Gallus Ferd. Ruesch AG



2004 - Steve Lee, RotoMetrics



2003 - Mike Buystedt, Xsys Print Solutions (Now Flint Group Narrow Web)

"TLMI has a proven system that provides a structure within which suppliers and converters can exchange ideas not only for their mutual benefit but for the good and long-term health of our industry. Since our joining TLMI we have never looked back, and I am proud to have been a part of this valuable forum for ideas and thought exchange between members to improve and advance our industry."

Ferd. Ruesch Jr., Vice Chairman of the Board/ Key Account Manager, Gallus Ferd. Ruesch AG

Converters of the Year

Presented on an annual basis, the Converter of the Year Award honors and recognizes a member of the converting industry who over decades has made an extensive contribution to the North American narrow web marketplace and who has additionally demonstrated an unwavering commitment to TLMI.



2007 - John Pedroli, CCL Label

2006 - Suzanne Zaccone and Bob Zaccone, Graphic Solutions Intl. LLC

2005 - Walter Dow, Dow Industries

2004 - Michael Dowling, CL&D Graphics

2003 - Tom Cobery, Aladdin Label

2002 - Lon Martin, LGInternational

2001 - David Bankson, Label Technology Inc.

2000 - Terry Fulwiler, Wisconsin Label

1999 - Bruce Bell, Belmark Inc.

1998 - The Buckley Family, Custom Tape and Label Co.

1997 - Andrew Beck, API Graphics

1996 - Jerry Nerad, TimeMed Labeling Systems

1995 - Joseph A. Weber Jr., Weber Marking Systems Inc.

1994 - Bob Klas Sr., Tapemark

1993 - John O'Brien, Porter Chadburn Inc.

1992 - George Noah, Lewis Label Products

1991 - Dick Schwartz, Aladdin Label

1990 - Pat Patrick, Label America

1989 - Jim English, Kalamazoo Label

1988 - Darrell Dochstader, Gar-Doc Inc.

1987 - Don McDaniel, MPI Label Systems



TLMI Awards Competition launched for converter members.

R·I·T

TLMI Scholarship established with \$1,000 awarded to Rochester Inst. of Technology. (See page 65)

1978

1979

Annual Awards Competition

For more than 25 years, TLMI has conducted an Annual Awards Competition—and competitive it is! The number of entries has grown each year since the competition was established.

Designed to recognize and stimulate innovative printing and technical achievement by its members, the competition presents awards in 21 categories including the coveted Best of Show, chosen from among all first place winners. A special Innovator Award recognizes new technology and/or product development that represents a breakthrough in the tag and label industry.

Here is a look at the past five Best of Show winners.

2007: Taylor Made Labels, Lake Oswego, OR, earned the top prize with its Symbion Wine Bottle & Neck Label. It was entered in the category of Wine & Spirits—Flexography/Letterpress (color process—prime).



The label features ultraviolet (UV) flexographic inks, four-color process with two spot colors, embossed printing, and two spot overprint varnishes as highlights on 60# gloss, pressure-sensitive stock. It has a unique die-cut as well. Photopolymer plates and 800- and 900-line screen anilox rolls are used.

2006: G-3 Enterprises, Modesto, CA, converted the Bridlewood-Blue Roan Syrah label in the category of Wine & Spirits—Flexography/Letterpress (line and screen/tone—prime) for its best of show entry. The most difficult challenge was that of uncoated stock, which required a fairly heavy laydown of black without closing in the fine type. Using a 200-line screen, the label was printed rotary screen at 250 fpm.



BEST OF SHOW WINNERS

- 2007 - Taylor Made Labels
- 2006 - G-3 Enterprises
- 2005 - Dow Industries
- 2004 - Tapp Technologies Inc.
- 2003 - McDowell Label & Screen Printing
- 2002 - Dow Industries
- 2001 - Valley Forge Tape & Label
- 2000 - Adams Label & Tag Ltd.
- 1999 - Custom Tape & Label Co.
- 1998 - Label Technology Inc.
- 1997 - Impressive Labels
- 1996 - Spectrum Label Corp.
- 1995 - GBS Labeling Systems
- 1994 - Artcraft Converters
- 1993 - Advanced Web Technologies
- 1992 - Gar-Doc Inc.
- 1991 - Lewis Label Products
- 1990 - Custom Tape & Label Co.
- 1989 - Lewis Label Products
- 1988 - Artcraft Converters
- 1987 - Gar-Doc Inc.
- 1986 - Lewis Label Products
- 1985 - Mid America Tag & Label
- 1984 - Gar-Doc Inc.
- 1983 - Mid America Tag & Label
- 1982 - National Label Co.*
- 1982 - Denney-Reyburn**
- 1981 - Dot Mfg.*
- 1981 - Dot Mfg.**
- 1980 - Packaging Systems Corp.

* Label Div./ ** Tag Div.

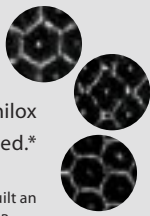
“Over the years, TLMI has been an invaluable resource for RotoMetrics. The many benefits associated with membership far outweigh the cost of being a part of the industry’s premier organization. Through its various meetings, TLMI creates the platform for both suppliers and converters to share solutions in an effort to collectively grow the label and packaging industry. Networking in this fashion is a priceless tool that has allowed RotoMetrics to remain at the forefront of manufacturing precision rotary tooling.”

Gary Smith, VP, RotoMetrics



2005 | Dow Industries, Wilmington, MA, earned best of show for its work on the Victoria’s Secret Love Spell Hairspray. Entered in the Multi-Process category, the customer’s objectives for this label were good opacity and the highest quality graphics possible. The amount of detail in the image needed to be exceptionally sharp and vibrant. This was accomplished through a totally digital workflow. A special mixture of magenta and rhodamine is used to enhance the purple. This label uses six colors, run two-color rotary screen and four-color HDUV flexo at 150 fpm with a 175-line screen. The award-winning label is applied to a brushed gold aerosol container.

ANNUAL AWARDS continues on page 64



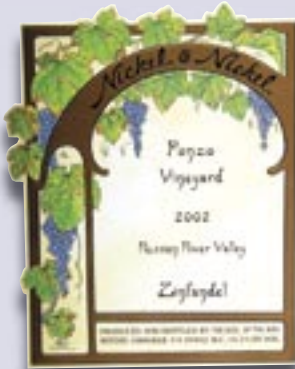
The laser-engraved anilox roll is developed.*

*Source: Klein, B. 1994. They Built an Industry. Lima, OH: Fairway Press.

1981

ANNUAL AWARDS continued from page 61

2004 | Tapp Technologies Inc., Langley, BC, Canada, proved to be the top prize winner for its Nickel & Nickel Zinfandel wine label, entered in the Wine & Spirits (offset color process—prime) category. The converter faced the challenge of foil stamping over foil, and the die-cut was difficult to maintain. The processes used to create the label include 330-lpi four-color printing with extra black; gold and black foil stamping, embossing, and aqueous varnishing.



2003 | McDowell Label & Screen Printing, Dallas, TX, took best of show for its Frosted Marshmallow label, which was entered in the Multi-Process (line and screen/tone—prime) category. To achieve the label's

3-D "frosted" look, the converter uses a 175-line screen, UV flexo inks, with a rotary screen print white, plus a special raised patterned UV topcoat on a clear film.



World Label Awards

TLMI members also participate in a competition that pits first-place winners against those from other association label competitions, including FINAT, the Japanese Label Foundation, and the Australian Label Assn. Following are the First Place winners of the 2007 World Label Awards:

- Mid Atlantic Label Inc.
- Taylor Made Label Inc.
- Dow Industries
- WS Packaging Group Inc.
- Copac Inc.
- McDowell Label & Screen Printing
- ColloTYPE Labels
- Sato Corp.
- Labelgraphics (Glasgow) Ltd.
- TAPP Technologies Inc.
- National Label Co.

Management Ratio Study becomes the basis for the coveted "Best Managed Company Award."



1986



Eugene Singer Awards

The TLMI Eugene Singer Awards, given since 1986, honor companies for excellence in business management as measured and defined by an established set of growth and profitability ratios through the TLMI Management Ratio Study. Four awards are given each year in four company size categories: small, mid-range, medium, and large.

- 2007 Coast Label Co.—small
Spectragraphics Inc.—mid-range
Consolidated Label Co.—medium
Belmark Inc.—large
- 2006 Stixon Labels—small
Luminer Converting Group—mid-range
Consolidated Label Co.—medium
Belmark Inc.—large
- 2005 Stixon Labels—small
LGIInternational—mid-range
Consolidated Label Co.—medium
Belmark Inc.—large
- 2004 Stixon Labels—small
Taylor Made Labels Inc.—mid-range
Consolidated Label Co.—medium
Belmark Inc.—large
- 2003 Driscoll Label Co.—small
Consolidated Label Co.—mid-range
Graphic Solutions Inc.—medium
Belmark Inc.—large
- 2002 Tech Tag & Label Inc.—small
Consolidated Label Co.—mid-range
- 2001 Graphic Solutions—medium
CL&D Graphics Inc.—large
Amherst Label Inc.—small
Graphic Solutions—mid-range
Los Angeles Label—medium
Belmark Inc.—large
- 2000 Thomas Packaging Corp.—small
LA Label Co.—mid-range
Advanced Web Technologies—medium
Advanced Labelworx Inc.—large
- 1999 Thomas Packaging Corp.—small
Los Angeles Label Co.—mid-range
Advanced Web Technologies Inc.—medium
Belmark Inc.—large
- 1998 API Graphics Inc.—small
Taylor Made Labels Inc.—mid-range
Belmark Inc.—medium
Superior Label Systems Inc.—large
- 1997 Atlas Tag Co. of Canada Inc.—small
Thomas Packaging—mid-range
Spectrum Label Corp.—medium
Belmark Inc.—large
- 1996 Mid-South Graphics—small
Label-Aid Systems Inc.—mid-range
Thomas Packaging—mid-range
Labelgraphics Inc.—medium
Belmark Inc.—large
- 1995 Atlas Tag Co. of Canada—small
Label-Aid Systems Inc.—mid-range
Labelgraphics Inc.—medium
Label Art Inc.—large
- 1994 Mid-South Graphics—small
Labelgraphics Inc.—mid-range
Tag and Label Corp.—medium
Grand Rapids Label Co.—large
- 1993 Atlas Tag Co. of Canada Inc.—small
Label America—mid-range
Labelgraphics Inc.—medium
TimeMed Labeling Systems Inc.—large
- 1992 Artcraft Converters Inc.—small
Graphic Solutions—mid-range
Lancer Label, Porter Chadburn Inc. Div.—medium
Tapemark Co.—large
- 1991 API Graphics Inc.
L & E Packaging
Lancer Label
- 1990 L & E Packaging
CL&D Graphics
Tapemark Co.
- 1989 Lancer Label
Menasha Corp. (Mid-America)
New Jersey Packaging
- 1988 Lancer Label
Atlas Tag Co.
Model Label Inc.
- 1987 Mail-Well Envelope Co.
Lancer Label
L & E Packaging Inc.
- 1986 Mail-Well Envelope Co.
Aladdin Label Inc.
API Graphics Inc.

"TLMI has been a cornerstone for Mark Andy. The fellowship and camaraderie have allowed not only me—but our entire company—to build everlasting friendships that have helped foster success for Mark Andy and promote welfare across the entire industry."

Roy Webb, National Sales Manager, Mark Andy Inc.





TLMI announces Converter of the Year award. (See page 60)

1987

TLMI cosponsors Labelexpo USA.



World Label Assn. Awards program initiated, a joint effort with TLMI, FINAT, and the Japan Label Printing Federation. This competition recognizes the highest quality of label printing in the world.

1989

TLMI Scholarship Winners

TLMI awards ten scholarships each year: Six awards of \$5,000 each are given to four-year students, and four awards of \$1,000 are given to two-year students.



“Congratulations TLMI for 75 years of educating, entertaining, and expanding our industry.

We have lasted through a few challenging periods and have survived and prospered together. The personal relationships I have made while being in TLMI for over 40 years have enriched my life. Thanks and congratulations TLMI on your 75th anniversary. Keep it going.”

Richard Schwartz, Chairman, Aladdin Label (TLMI President 1989-1990)

2007-2008 TLMI SCHOLARSHIP WINNERS

Four-Year Students

- Netti Lynne Barnhart–Senior (J.P. Buckley Memorial Scholarship)–Western Michigan Univ.
- Sarah Bates–Junior–Univ. of Central Missouri
- Kristin Le Belt–Junior–Western Michigan Univ.
- Ryan Uebelhor–Senior–Vincennes Univ.

Two-Year Students

- Brandon McDavid–Vincennes Univ.
- Jillian Miller–Fullerton College
- Timothy Myers –Fox Valley Technical College



President George H.W. Bush recognizes TLM president-elect Pat Patrick in a White House ceremony acknowledging the TLM ALLIES program (American Label Leaders Involved in Eradicating Substance Abuse).

The "Created With Pride" quality campaign is launched to increase customer awareness of TLM members as quality label houses.

1990



TLM becomes "self-managed;" moves to Iowa City, IA.

1991

Conferences, Meetings, and More

TLM holds two meetings each year—exclusively for members—that are designed to provide attendees with valuable information they can put into practice when they return to their companies.

Held at premier venues, these meetings feature top-notch speakers who can educate and motivate members to better plan for the future growth of their companies. They also provide excellent networking opportunities for members to share their unique knowledge of the challenges faced and opportunities available to the industry as a whole.

The Annual Meetings, held each fall, are open to both converter and supplier members. Highlights of those meetings include the winners of the Annual Awards Competition, the

TLM Supplier of the Year Award, and the Environmental Leadership Awards.

The Converter Meetings, held each spring, are reserved exclusively for members engaged in the manufacture of tags and labels. The prestigious Eugene Singer Awards, which honor the "Best Managed" converter member companies, are presented at the Converter Meeting.

In addition, the association holds biannual Technical Conferences, open to members and non-members alike, which address the challenging and often complicated technical issues facing the label converting industry today.

The 2008 Annual Meeting—celebrating the association's 75th anniversary—will be held October 19 to 22 at The Breakers in Palm Beach, FL.

For more information visit www.tlmi.com.

R. Stanton Avery (right) receives Man of Achievement Award at Labelexpo.



Fourth *Glossary of Terms for Pressure-Sensitive Labels* published.

1992

The Environmentally Sensible Practices Release Liner Recycling Program established to provide label customers with an environmentally sound alternative to landfilling used liner.

TLMI Technical Conference re-instituted after a five-year absence.

1993



"TLMI has exposed the companies I have been associated with—and me—to significant profit opportunities in the areas of technical advancement, management acumen, and business relationships. This exposure came as a result of

the twice-a-year meetings and the interaction with other members. I want to thank TLMI for the opportunity to make so many lasting friendships with other members over the past 20 plus years. Best of luck for the next 75 years."

Thomas Cobery, President, Aladdin Label (TLMI President 1996-1998)



The first TLMI North American Label Study released.

TLMI begins support of Flexo in High School Program.

TLMI revises Label Manual of Recommended Standard Specifications.



TLMI hosts first joint meeting with its European counterpart, FINAT, in Williamsburg, VA.

TLMI launches Frequent Flyer Campaign, asking members to donate unused frequent flyer miles to be used by children with life-threatening illnesses.

1994

1995

Shipping Program Adds Real Benefits To Members

TLMI's newest benefit, the Shipping Program, allows members to receive discounts on an array of shipping services with some of the most prominent carriers in the industry. Through 1-800-MEMBERS, TLMI members can receive guaranteed next-day delivery, reliable ground delivery, international express services, less-than-truckload freight, and domestic and international air freight.

Carrier participants include Yellow Transportation, Roadway Express, UPS Supply Chain Solutions, DHL, USF, and New Penn. By utilizing the program, members can save at least 52% with Yellow and Roadway on North American LTL freight; 20% on international air freight and 45% on heavy North American air freight with UPS Supply Chain Solutions; up to 25% with DHL on express air, ground, and international services; and at least 52% with USF and New Penn on regional, next-day less-than-truckload freight services throughout the US and parts of Canada.

Through this unique partnership, members can save on shipping costs whether they are shipping envelopes, packages, and/or heavy freight—and TLMI makes this an easy benefit for members to use.

To take advantage of these savings or to learn more about the TLMI Shipping Program, visit www.1800members.com/tlmi.

Second edition of the North American Label Study released.

TLMI moves headquarters to Naperville, IL.

TLMI establishes World Wide Web site.

TLMI and FINAT hold second joint meeting in May in Rome.

TLMI membership reaches 396 member companies and divisions.

1996

1997

Credit Card Program

“Just Delivers”

In partnership with Chase Paymentech, TLMI's Affinity Program offers members specially negotiated rates for a comprehensive credit card processing solution. Members pay no authorization or transaction fees, no application, conversion, or annual fees, and they receive comprehensive reporting and 24-hr service and technical support.

“Like so many small, annoying parts of running a business, credit card processing really doesn't matter much, until something goes wrong,” explains Scott Pillsbury, president of Rose City Label, Portland, OR. “We have been very happy with the TLMI Affinity program. The service is excellent, the rate is competitive with what we can get through our bank and other third-party processors, and TLMI gets a commission based on our participation. Having the TLMI group behind us gives us more clout if we ever have an issue that needs to be resolved. It has been a 100% win-win for our company.”

“It was a chance to participate with TLMI, and there were some cost savings to it,” adds Brian Gale, chief operating officer of I.D. Images, Brunswick, OH. “We've saved over 15% with the TLMI credit card program, [and] the transition was seamless to our customers. It is one of the many benefits we've gotten since we joined TLMI.”

Thomas Dahbura, VP of Hub Labels, Hagerstown, MD, says, “The credit card program just works. It shouldn't be something that you need to manage, and this program is a TLMI program that delivers!”

TLMI and its member companies reach an initial goal of donating 1 million frequent flyer miles to the Make-A-Wish Foundation.



Third edition of the North American Label Study released.

TLMI/FINAT hold third joint meeting in Palm Beach, FL.

1998

2000

Members of the Board



John Hickey (TLMI chairman of the board), is owner of Smyth Companies, Inc., St. Paul, MN.



Francis D. Gerace (TLMI chairman elect), is CEO of Multi-Color Corp., Cincinnati, OH.



Art Yerecic (TLMI vice chairman), is president of Yerecic Label, New Kensington, PA.



Scott Pillsbury (TLMI past chairman) is president of Rose City Label Co., Portland, OR.



Cheryl Caudill is graphics manager for Multi-Plastics Inc., Lewis Center, OH.



Thomas H. Dahbura, is VP of Hub Labels Inc., Hagerstown, MD.



Jeff Dunphy is president of Design Label Mfg. Inc., East Lyme, CT.

TLMI reaches milestone of raising \$500,000 for Scholarship Fund.

Fourth edition of the North American Label Study released.

TLMI revises Standards Manual.

2001

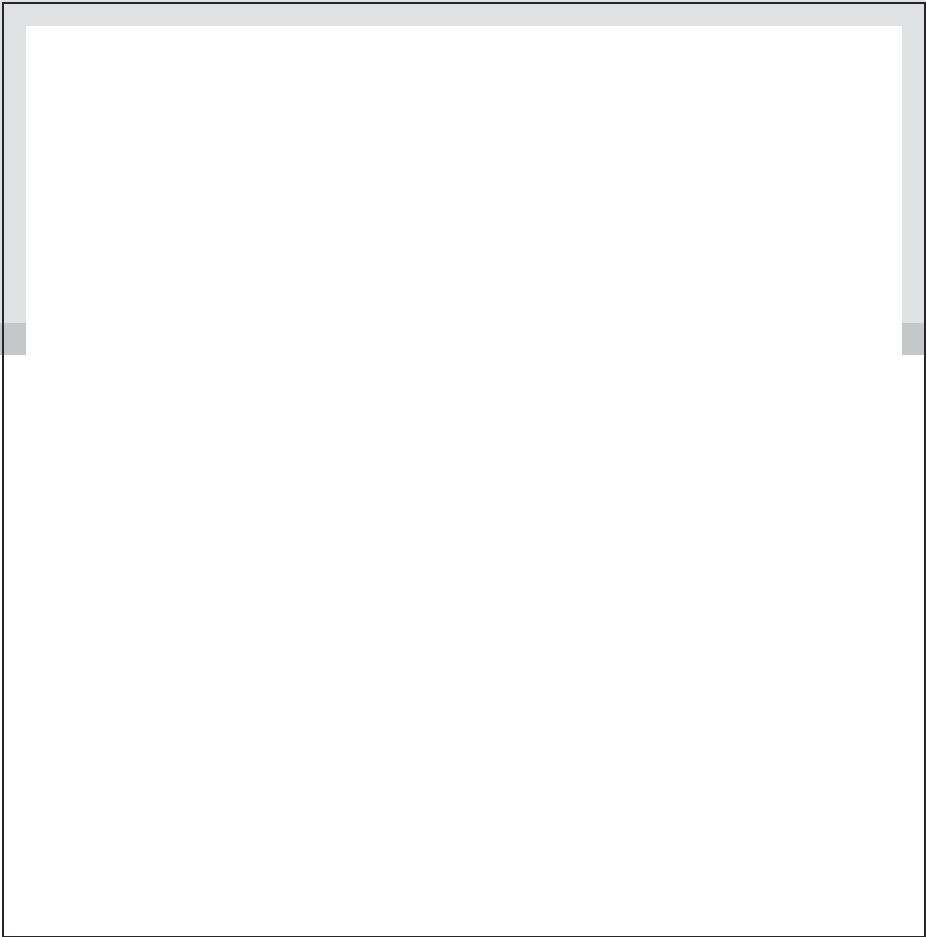


Mike Martin is president of LGInternational, Portland, OR.



Michael Falco is president of Topflight Corp., Glen Rock, PA.

MEMBERS OF THE BOARD continues on page 72



Fourth TLMI/FINAT meeting held in Austria.

TLMI Supplier of the Year Award established. (See page 60)

TLMI Environmental Leadership Award established. (See page 56)

Group Health Insurance Program established.

Get Sales Now Program established.

2003

2004

MEMBERS OF THE BOARD continued from page 71



Dave McDowell is president/CEO of McDowell Label & Screen Printing, Plano, TX.



Michael Ritter is VP of Superior Business Assoc., Greeneville, TN.



Dominic Zaccone is executive VP of GSI Technologies LLC, Burr Ridge, IL.



Shahriar Ghoddousi is vice chairman & CEO, The John Henry Co., Lansing, MI.



Randy Wise is president of Century Label Inc., Red Oak, TX.



Gary Smith is VP of sales for RotoMetrics, Eureka, MO.



John Bennett is VP, Product Identification Business Team, FLEXcon Co. Inc., Spencer, MA.

Credit Card Program established. (See page 69)



TLMI legal counsel
Mike Weir retires.

TLMI Shipping Program established. (See page 68)

2005

2007



Reflections of a Leader

By Scott Pillsbury, President, Rose City Label Co. (TLMI President 2004-2006)

As I reflect on the things TLMI has done for this industry, I am very proud of what we have accomplished as an association. From my perspective as a second-generation family business owner, I have seen how TLMI has evolved from a very cordial “gentlemen’s club” into a vibrant, fully energized group of business professionals. My father, who was a member of TLMI from 1978 to 1998, would have never imagined that we would hold powerful meetings with people taking notes on their laptops—hanging on every word from the speakers!



Despite those changes, the relationships with key suppliers and peers are still the most valuable part of TLMI. Being able to brainstorm with a friend in the same business, located out of your local area, is a benefit that no other association

offers. As our business becomes more and more technical and specialized, it is no longer possible to be a “general purpose label printer” and survive. You have to focus on your key strengths and provide other products and services through strategic alliances. This, again, is a key area that TLMI provides—networking with other business owners that have products to complement yours and help you more fully serve your customers. Now more than ever, TLMI membership is a smart business decision for all label converters and suppliers.

TLMI LEADERS

2008 -	Frank Gerace	Multi-Color Corp.
2006 - 2008	John Hickey	Smyth Companies Inc.
2004 - 2006	Scott Pillsbury	Rose City Label Co.
2002 - 2004	John Bankson	Label Technology Inc.
2002	Jim Valestrino	Los Angeles Label Co.
2000 - 2002	Michael Dowling	CL&D Graphics Inc.
1998 - 2000	Suzanne Zaccone	Graphic Solutions Inc
1996 - 1998	Thomas J. Cobery	Label Art
1994 - 1996	George Noah	Lewis Label Products
1992 - 1994	Pat Patrick	Label America
1990 - 1992	Darrell Dochstader	Gar-Doc Inc.
1989 - 1990	Richard D. Schwartz	Aladdin Label Inc.
1987 - 1988	James English	Kalamazoo Label Co.
1985 - 1986	Paul Dunphy	Design Label Mfg.
1984	Jerry Nerad	Professional Tape
1982 - 1983	Donald W. Buchta	Mid America Tag and Label
1981 - 1982	Leonard J. Peterson	Label Art Inc.
1980 - 1981	Jack L. Page	Kalamazoo Label Co.
1978 - 1979	David L. Peirce	Denney-Reyburn Co.
1976 - 1977	Robert D. Fletcher	Avery Label Co.
1974 - 1975	William W. Muir Jr.	Grand Rapids Label Co.
1972 - 1973	Richard J. Pearson	Avery Products Corp.
1970 - 1971	Richard H. Gifford	H.M. Gifford Mfg.
1968 - 1969	Price H. Gwynn III	Package Products Co.
1967	Howard E. Gorton	Dennison Mfg. Co.
1965 - 1966	John S. Torrey	Avery Label Co.
1964	L.F. Gehrig	Ennis Business Forms Inc.
1962 - 1963	Robert W. Swett	American Tag Co.
1959 - 1961	George E. Phelps	Allen-Bailey Tag Co. Inc.
1957 - 1958	Howard E. Gorton	Dennison Mfg. Co.
1955 - 1956	D.M. Swett	American Tag Co.
1953 - 1954	H.C. McElroy	Ennis Business Forms Inc.
1951 - 1952	W.C. Bailey Jr.	The Reyburn Mfg. Co.
1949 - 1950	Gibbons G. Cornwell	The Denney Tag Co.
1947 - 1948	A.G. Shennan	International Tag and Salesbook
1944 - 1946	P.M. Pope	A. Kimball Co.
1941 - 1943	W.C. Bailey Jr.	The Reyburn Mfg. Co.
1940	A.P. Williams	Dennison Mfg. Co.
1939	A.G. Shennan	International Tag and Salesbook
1938	A.P. Williams	Dennison Mfg. Co.
1937	E.J. McKay	Robinson Tag and Label Co.
1934 - 1936	E.M. Anderson	American Tag Co.
1933	Elmer Floback	Acme Tag Co.



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