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World Wide Web

By Dave McBeth

Pamarco Global Graphics has announced the launch of their newly redesigned website, www.pamarcoglobal.com. In addition to an entirely new look, the site now offers rich content, streamlined searching and more intuitive navigation.

“The new website demonstrates Pamarco’s forward-thinking vision and commitment to the growing needs of the print industry,” said company CEO Terry Ford. “With additional resources now available on the site, the company has added yet another level of value for the members of the print community.”



New Small Press Sales Manager Appointed

By Bill Ford

We are delighted to announce that Doug Zirkelbach has joined Pamarco as the Sales Manager for Offset Small Press Products. He is responsible for strengthening our existing dealer network on the Syn-Tac line, as well as promoting our Care chemistry, Crestline, PowderPro and Tempest product lines. Doug comes to us with over twenty five years’ experience in the printing industry, and his career path has included both technical and sales related responsibilities from small press equipment up to the 81” sheet-fed monsters. He is a committed team player with a wealth of sales and marketing experience, who we believe will be a great asset and will further strengthen our organization.

When Doug is not at work, he spends time with his wife, his 15-year-old son Dan, and misses his 19-year-old daughter Ali who is in her first year of college studying at the University Of Madrid in Spain, and aspires to become a Neurologist. During the summer Dan is an avid wake boarder, and a snowboarding master during the long winters months in northern Illinois.



Doug Zirkelbach

Eco-Roll™: The Greener Side of Pamarco

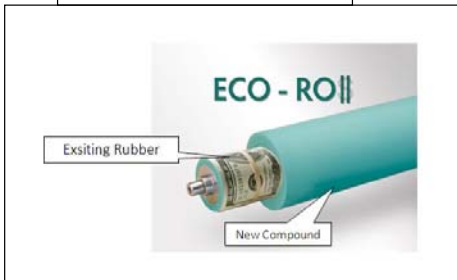
By Greg Anderson



Pamarco is proud to be the first rubber roller manufacturer to offer the eco-roll™ recovery process to our customers. The eco-roll™ process involves preserving existing rubber that is still bonded to the core. Pamarco's skilled manufacturing team grinds off the top .300 of contaminated rubber to expose fresh rubber compound, and we then use our 35 years of dual body roll building technology to securely bond new rubber to the roll. The roll is vulcanized, then ground to exact specifications and given a full one-year warranty equal in every way to all our other products. We have been selling the eco-roll™ product for two years now, and have had a 100% success rate with zero returns. It is a truly outstanding, resilient product.

Ecological Benefit: By only removing the top .300 of rubber, we are drastically reducing the amount of contaminated rubber entering the waste stream. The process also allows us to use fewer raw materials such as rubber and adhesives.

Economical Benefit: By building eco rollers for our customers, we are able to reduce the majority of our standard recovery prices.



Way to go Dallas!

By Lance Carpenter

The Dallas team was recently honored for over one and a half years of accident free manufacturing. In August all of the Dallas team members gathered for a celebratory luncheon to honor their diligence in keeping the plant accident free for over eighteen months. The team enjoyed grilled chicken, brats and burgers along with potato salad, baked beans. "This marks our second luncheon and with each luncheon we seem to have more food", says Mike Thompson, Production Manager.

Dallas is focused on safety and plan to continue this winning streak for the foreseeable future. Congratulations to the entire Dallas team!



EFlo™ Sales Exceed Expectation

By Dave McBeth

Pamarco recently introduced the world's first anilox roll designed to work with computer-to-plate technology, EFlo™. In the six months following the launch, EFlo™ sales have reached over \$1,000,000.

Over the last decade the standard anilox roll cell configuration has been based around a hexagonal based cell formation all engraved at a 60-degree angle. EFlo™ technology is a unique cell structure and combined with a new improved cell angle profile that will provide a more consistent and increased ink lay down.



Pamarco Personalities

By Katie Graham

Gary White started his career in the print industry at the old Standard Gravure Corp. in Louisville, Kentucky. Beginning work there as a material handler, he then became an apprentice and worked his way up to Plant Superintendent. Gary left Standard to work as Plant Manager at Lux Packaging (now PCA) in Texas. He then moved on to Southern Graphics as Plant Manager and Technical Sales Manager and American Inks & Coatings as Mid-Atlantic General Manager.

Gary holds a Bachelor of Science in Economics from the University of Louisville. He is also a USAF veteran. On a personal note, Gary has been married for thirty seven years and has three children and one grandchild and enjoys playing golf and spending time with his family.

Strategy

By John Burgess



Pamarco has announced the purchase of additional laser systems due to the demand for its EFlo™ engraving technology and the growth of its sales into the flexible packaging market. The company has invested in a new laser program for all of their U.S. and European locations by installing state of the art lasers to increase capability and capacity.

Pamarco Canada will also be consolidating its North American manufacturing operations into the United States to take advantage of the efficiencies from the new laser systems. Beginning January 1, 2011, all manufacturing of laser engraved rolls for the Canadian market will be produced by the United States in the Batavia, Illinois and Atlanta, Georgia manufacturing plants. Pamarco will retain a sales office in the Toronto area to maintain the levels of service and support that the Canadian customer base has experienced for the last five years.

Sleeves and Seals

By Dave McBeth and Graham Harrison

Pamarco have again teamed up with AKL-Inometa and are now a distributor in Western United States, Canada and the United Kingdom for AKL Flexo Technik GmbH. AKL, located in Warburg, Germany and Milwaukee, Wisconsin, are a state-of-the-art company manufacturing an ever-increasing range of print sleeves for the flexo printing industry.

Advanced Supplies has also partnered with Pamarco to begin distributing SureFlex doctor blade seals in the United States, Canada, United Kingdom and Asia. Advanced Supplies provides solutions for the printing, labeling and converting industries with an emphasis on quality and innovation.

