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# 2014 BOARD OF DIRECTORS

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## CHAIRMAN

**Mark Glendenning**  
*Inland Label & Marketing Services, LLC*

## VICE CHAIRMAN

**Jason Barrier**  
*Printpack, Inc.*

## SECRETARY

**Todd Luman**  
*Interprint Inc.*

## TREASURER

**Rodrigo Sosa**  
*Fres-co System USA, Inc.*

## EXECUTIVE DIRECTOR

**Phil Pimlott**  
*Gravure Association of the Americas*

## DIRECTORS

<b>David Blais</b>	<i>Quad/Graphics, Inc.</i>
<b>Tom Cassidy</b>	<i>jcpenny</i>
<b>David Coggins</b>	<i>R.R. Donnelley &amp; Sons Company</i>
<b>Daniel Comerford</b>	<i>WRE/ColorTech</i>
<b>Lou DeFlaviis</b>	<i>INX International Ink Co.</i>
<b>Massimo Genio</b>	<i>The Cerutti Group</i>
<b>David Haslam</b>	<i>SGS Canada</i>
<b>Mike Julian</b>	<i>Multi-Color Corporation</i>
<b>Bob Kikkert</b>	<i>Altria Group, Inc.</i>
<b>Klaus Kleemann</b>	<i>Windmoeller &amp; Hoelscher Corporation</i>
<b>Wayne Long</b>	<i>Flint Group</i>
<b>Bob Lorenz</b>	<i>Sun Chemical Corporation</i>
<b>Keith Newton</b>	<i>Amcor Packaging</i>
<b>Frank Passarelli</b>	<i>Bobst North America, Inc.</i>
<b>Craig Rider</b>	<i>MillerCoors, LLC</i>
<b>David Schipper</b>	<i>Sonoco Flexible Packaging</i>
<b>David Schirmer</b>	<i>Hearst Enterprises</i>
<b>Phil Schlosser</b>	<i>National Geographic Society</i>
<b>Johnny Stamey</b>	<i>Max Daetwyler Corporation</i>

# TRUSTEES & SUPPORT

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## TRUSTEES EMERITUS

**Randy Butler**

*MacDermid Printing Solutions*

**Annette Crampton**

*MillerCoors, LLC*

**Ed Kozlowski**

*Amcor Packaging*

**Ed Lieb**

*Sonoco*

**Max Testa**

*Amcor Tobacco Packaging*

**Walter Vail**

*Scout Sourcing, Inc.*

**Jay Yakich**

*Seville Flexpack Corporation*

**Stephen Young**

*Mundet, Inc.*

**Bob Zumbiel**

*C.W. Zumbiel Company*

## SUPPORT

**Phil Pimlott**

Executive Director

*ppimlott@gaa.org*

**Pamela Schenk**

Director, Planning and Administration

*pwschenk@gaa.org*

**Allen Krusenstjerna**

IT Webmaster

*allenkru@gaa.org*

# ANTI-TRUST STATEMENT

Gravure Association of the Americas serves its members, in part, by facilitating discussions on matters of common interest facing the industry. Indeed, a free exchange of ideas of common interest to representatives of converting equipment suppliers to the gravure publication, packaging, products and label industry is necessary for the success of all GAAmericas meetings, and it is essential to the successful operation of every trade association.

GAAmericas reminds you that certain areas of discussion between competitors or between manufacturers and their customers **MUST BE AVOIDED** because such discussions may be prohibited by anti-trust laws, whether these discussions are in person at a meeting conference or teleconference type contact on behalf of GAAmericas.

The Sherman Act, the Clayton Act, and the Robinson-Patman Act comprise the basic federal anti-trust laws, which set forth broad areas of conduct considered illegal as restraints of trade. Furthermore, conduct in violation of these statutes and conduct which does not technically violate these statutes may be prosecuted by the Federal Trade Commission under the Federal Trade Commission Act which has authority to prohibit “unfair methods of competition.” In general, agreements or understandings between competitors that operate as an impediment to free and open competition are forbidden. Without suggesting that there is limitation on the kinds of conduct that the anti-trust laws proscribe, GAAmericas discourages and asks that its members avoid discussions among its members about pricing of products and services, output, allocation of customers and geographic markets, impeding the entry of new firms into markets, impeding technological innovation, boycotting other companies and products, and other conduct which may restrain trade. Moreover, disclosure of non-public strategic plans, business plans, R&D plans, or other information that could compromise the competitive relationship among you and your competitors should be avoided.

Approved by the Board of Directors Wednesday, March 6, 2013

# WHO WE ARE

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## GAAmericas MISSION

Gravure Association of the Americas was established to provide a forum to facilitate collaborative partnerships among all Gravure professionals.

Our mission is to create value *and opportunities* through interactive communication, training, education and promotion of the Gravure printing process.

## GAAmericas GLOBAL VISION

Gravure Association of the Americas aspires to be recognized as the leading resource for gravure technology, training, education and advocacy serving the Rotogravure Packaging, Label, Publication and Product markets.

## GAAmericas VALUES

Gravure Association of the Americas is a converter-led, customer-driven organization. We value and prioritize sustainability, focus on common interests to the industry, and utilizing global partnerships in a non-endorsement environment.

# UPCOMING EVENTS

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November 17-21  
2014

GAAmericas Environmental Workshop  
GPPC Conference  
GC Awards-Publication  
Cylinder Society Induction  
The Naples Beach Hotel and Golf Club  
Naples, FL

March 4-5  
2015

Gravure Global Summit  
Buena Vista Palace Hotel & Spa  
Lake Buena Vista, FL

Spring 2015

GAAmericas Basic/Advanced Seminars  
Western Michigan University  
Kalamazoo, MI



201.523.6042 | [www.gaa.org](http://www.gaa.org)

# PROGRAM AT-A-GLANCE

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**WEDNESDAY, SEPTEMBER 17, 2014**

## **REGISTRATION**

**Location: Rotunda**

**9:00 AM-1:00 PM**

## **WELCOME**

**Location: Concord E**

**1:00 PM**

*Mark Glendenning, Chief Executive Officer, Inland Label;  
Chair, GAAmericas*

*Jason Barrier, Printpack Inc.; Tech Forum Conference Chair*

## **S1: Pre-Press, Cylinders and Engraving**

**1:15 PM**

*Presenters: Edward Broadhurst, Trident; Rudi Weis-Schiff, Janoschka;  
Mike Keating, Keating Gravure Cylinders; Robin Brown, Meton Gravure  
Technologies*

## **COFFEE BREAK**

**Location: Rotunda**

**3:00-3:30 PM**

*Sponsored by Sun Chemical*

## **S2: Ink Technology**

**3:30 PM**

*Presenters: John Smith, Sun Chemical; Philip Ernest, Flint Group*

## **THE GLOBAL MARKETPLACE & RECEPTION**

**Including the Cylinder Society Induction Ceremony**

**Location: Concord B/C/D**

**5:00-8:00 PM**

*Sponsored by Max Daetwyler Corporation*

# PROGRAM AT-A-GLANCE

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**THURSDAY, SEPTEMBER 18, 2014**

## **CONTINENTAL BREAKFAST**

**Location: Concord B/C/D**

**7:30 AM**

*Sponsored by Bobst North America*

## **S3: Modern Press Design & Equipment**

**8:30 AM**

**Location: Concord E**

*Moderator: Jeff Koch, American Packaging*

*Panelists: Clemens Brinkmann, W&H; Frank Passarelli, Bobst;*

*Mauro Consalvi, DCM; Gian Vito Schiavi, Comexi; Greg Wuenstel,*

*QuadTech; Massimo Genio, Cerutti; Joe Steingraeber,*

*Steingraeber LLC*

## **COFFEE BREAK**

**Location: Rotunda**

**10:30-11:00 AM**

*Sponsored by Sonoco*

## **S4: GAAmericas & GEF Updates**

**11:00 AM**

*Presenters: Mark Glendenning, Inland Label; Phil Pimlott, GAAmericas;*

*JD Harris, GAAmericas; Jim Sheibley, NewPage; Rod Sosa, Fres-co System USA*

## **LUNCH & GOLDEN CYLINDER AWARD CEREMONY**

**Location: Concord B/C/D**

**12:30-2:00PM**

*Sponsored by SGS International*

## **AFTERNOON REFRESHMENTS**

**Location: Rotunda**

**2:00 PM**

*Sponsored by Flint Group*

## **S5: Printers Panel**

**Location: Concord E**

**2:00 PM**

*Moderator: Chuck Reece, SGS*

*Panelists: Ed Lieb, Sonoco; Keith Newton, Amcor; Isaac Zickert, Inland Label;*

*Todd Luman, Interprint; Rod Sosa, Fres-co System USA; JD Harris,*

*GAAmericas*



# PROGRAM AT-A-GLANCE

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**THURSDAY, SEPTEMBER 18, 2014 (Continued)**

**LOWES MOTOR SPEEDWAY TOUR & RECEPTION**

*Sponsored by Steingraeber, LLC*

**5:00-8:00 PM**



# WELCOME

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**WEDNESDAY, SEPTEMBER 17, 2014**

**GENERAL SESSION LOCATION: Concord E**

**WELCOME**

**1:00PM**

**Getting Up to Speed With Gravure**

**Mark Glendenning, Inland Label & Marketing Services**

**GAAmericas - CHAIRMAN**

Mark Glendenning is the President and CEO at Inland Label, a manufacturer of decorative labels, primarily for the beverage and food industries. Mark has a BS in Industrial Engineering from University of Wisconsin – Madison, and has been working at Inland, a family business, for the last 24 years. He is involved in local civic organizations and activities and serves on a number charitable and industry boards, including being Chairman of GAAmericas.

**Jason Barrier, Printpack, Inc.**

**TECHNICAL FORUM- CHAIR**

Jason earned his Bachelor of Arts in Journalism in 1992 from the University of South Carolina, and later his Masters degree in Industrial Education in Graphic Communication from Clemson University. He joined Printpack in 1995, as a Graphics Specialist, then Graphics Supervisor, and later Division Graphics Manager for Printpack's Confectionery Division. He moved to Printpack's Corporate Headquarters in Atlanta, GA in 2005, to start up and manage Printpack's Corporate Graphic Services Group, providing prepress services for a majority of Printpack's world-wide converting facilities for both Flexo and Gravure. In January of 2011, Jason was promoted to Director of Printpack's Corporate Graphic Services Group. His primary responsibilities involve managing the day-to-day activities of the Graphic Services Group providing prepress support to Printpack customers and internal sales. Jason is a speaker at technical forums including the Flexographic Technical Association, Snack Foods Association and Printpack's Packaging Institute, and is on the Board of Trustees for the Flexographic Technical Association and is Vice Chair, GAAmericas.

# SESSION ONE

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SESSION ONE

1:15-3:00PM

## Pre-Press, Cylinders and Engraving

### Integrated Systems and Predictive Proofing

A discussion on the automation of graphics.

#### Edward Broadhurst, Trident

Edward Broadhurst is Director of Manufacturing at Trident Americas, hailing from Manchester, England. He has worked in (and around) the graphics and cylinder engraving business for over 20 years, and has had the honor of working with some of the best of people, while experiencing their different cultures. In 1999 Edward sought new opportunities (and slightly better weather) and moved to Charlotte NC where he began his career with Trident. Edward currently resides in Richmond VA with his wife Meghan and their 7 month old daughter, Mabel.

### Latest Global Technology and Best Practices

Presentations on the current prepress landscape in Europe, Schepers Digilas Laser (engraving into copper) and progress being made in metal application onto aluminum cylinders.

#### Rudi Weis-Schiff, Janoschka

Rudi Weis-Schiff, born and raised near the black forest in south western Germany, entered into the gravure business in 1982 when he started his apprenticeship program with Janoschka in pre-press for gravure. From 1988 to 1991, he worked in the United States with Interprint Inc. before moving back to Europe to start the first international subsidiary for Janoschka in the south of France. Even though his home remains in southern France, he became a world traveler, developing global business for Janoschka while handling global customer needs, especially in emerging countries. Janoschka is a leading pre-press supplier for packaging, tobacco and decorative markets in Europe and has become a global player in recent years.

# SESSION ONE

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## **Mike Keating, Keating Gravure Cylinders**

Mike Keating is the Chairman of Keating Specialist Cylinders Ltd. and the M.D. of Keating Bradley Fold Ltd. He has spent over 55 years in the industry and has been viewed to be at the cutting edge of technology for most of that time. Along with his partner Phil Pimlott, they were responsible for setting up plants around the globe. Mike says he is still searching for the Holy Grail.

## **Robin Brown, Meton Gravure Technologies**

Robin Brown, Engraving Specialist with Meton Gravure Technologies, has over 25 years experience in the field of Rotogravure cylinder production and related industries in both a production and R&D environment. His international experience was gained working for Daetwyler as an Application Specialist. He is currently based in Greece working on new cylinder technology with Meton Gravure Technologies.

**COFFEE BREAK**

**3:00-3:30PM**

**LOCATION: Rotunda**

**Special Thanks to Coffee Break Sponsor:**

**SunChemical®**

a member of the DIC group



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# SESSION TWO

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GENERAL SESSION LOCATION: Concord E

**SESSION TWO**

**3:30-4:30PM**

**Ink Technology**

**How Controlling Ink Components, Condition and Chemistry Brings Efficiencies**

**John Smith, Sun Chemical**

John Smith is currently Technical Service Advanced Application Specialist for Sun Chemical's mid-central region. In his 27 years of liquid ink experience, he has worn many hats including 3 years as regional in-plant operations manager, 5 years as site manager of a liquid ink manufacturing plant and 15 years managing a technical lab where he was responsible for the formulation of gravure inks with technical oversight applications.

**Process Convergence and Disruption in Flexible Packaging: Why Gravure Wins**

**Philip Ernest, Flint Group**

Currently, Philip Ernest is the Director of Technology for Flexible Packaging and Paper and Board segments where he has responsibility for leading the innovation process, research and development, centralized color matching and branch laboratories for Flint Group Packaging North America. He has spent over 30 years in the printing industry. Phil earned his Bachelor's degree in Chemistry in 1982 from Seton Hall University and Masters of Science in 1991 from Penn State University. Phil is the author of many technical articles as well as several US and World patents. He lives in Mason Ohio and continues to develop inks that enable innovative packaging using the S.A.F.E.R. model.

# NOTES

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# GLOBAL MARKETPLACE

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**GLOBAL MARKETPLACE LOCATION: Concord B/C/D**

**GLOBAL MARKETPLACE**

**5:00-8:00PM**

We will begin the evening with the induction of the class of 2014 into the Cylinder Society. Then enjoy a relaxed reception, sponsored by Max Daetwyler Corp, networking and learning more from industry exhibitors.

**Special Thanks to Reception Sponsor:**



# Daetwyler

Exhibitors in alphabetical order include:

- eltromat America Inc.
- Flexo Wash LLC
- FLXON
- Harper Corporation of America
- Mack Brooks Exhibitions-ICE USA
- Martin Automotive
- Max Daetwyler Corp
- Meton Gravure Technologies
- Steingraeber, LLC
- Windmoeller & Hoelscher Corporation

List as of 9/10/14

# SESSION THREE

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**THURSDAY, SEPTEMBER 18, 2014**

**CONTINENTAL BREAKFAST**

**LOCATION: Concord B/C/D**

**7:30-8:30AM**

**Special Thanks to Continental Breakfast Sponsor:**



**GENERAL SESSION LOCATION: Concord E**

## **SESSION THREE**

**Modern Press Design & Equipment**

**8:30-10:30AM**

**How the Latest Press Designs are Accommodating  
Shorter Runs and More Cost Effective Printing**

Including a discussion on what value auxiliary equipment bring: Electro Static Assist (for paper/film), Viscosity Control, Register Control Color Adjustment & Web Inspection. Panelists will field questions.

### **Moderator:**

**Jeff Koch, American Packaging**

Jeff Koch has supplied the flexible packaging industry via gravure printing for 34 years. His experience includes Press Operations, Press Supervision, Printing Manager, Plant Manager, Operations manager and most recently, VP of Operations. Jeff has been involved in all aspects of the printing operation including production efficiencies, justification or ROI of new technology/equipment, plant expansions, pricing strategies, contract negotiations, profit and loss, new market discovery/entry and creating a “value proposition” for gravure printing. Jeff and his wife Gail are originally from WI and currently reside West of the Columbus WI, American Packaging Corporation facility.

# SESSION THREE

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**Panelists:**

**Clemens Brinkmann, W&H**

**Frank Passarelli, Bobst**

**Mauro Consalvi, DCM**

**Gian Vito Schiavi, Comexi**

**Greg Wuenstel, QuadTech**

**Massimo Genio, Cerutti**

**Joe Steingraeber, Steingraeber, LLC**

**COFFEE BREAK**

**10:30-11:00AM**

**LOCATION: Rotunda**

**Special Thanks to Coffee Break Sponsor:**



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# SESSION FOUR

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**GENERAL SESSION LOCATION: Concord E**

## SESSION FOUR

### **Updates from GAAmericas and GEF**

**11:00 AM-12:30 PM**

Get the scoop on GAAmericas Mission and Strategic Plan, Operator Certification Training, Technical Seminars, Onsite Training & Consulting, & Developing the Digital Asset Repository

**Mark Glendenning, Inland Label; GAAmericas Chair (see previous bio)**

### **Phil Pimlott, Executive Director, GAAmericas**

Phil was apprenticed to a Gravure Company in Wales, attending Holyhead Technical College studying Mechanical Engineering as well as the Manchester College of Art & Design studying Printing Technology. In 1987, Phil and Mike Keating formed Keating Gravure, building the organization from a single location to a global business. Phil relocated to North America in 1996, establishing Keating Gravure USA, with subsidiaries in the U.S. and Canada. In addition, Phil worked with Cylicron and has undertaken consulting work for major companies globally. In February 2012, he became the Executive Director of PLGA Global and in January 2013 was asked to run the newly merged Gravure Association of the Americas.

### **JD Harris, Technical Manager, GAAmericas**

J.D. began full time employment in the Gravure Printing industry in 1985 with J.W. Fergusson & Sons in Richmond Virginia. During his ten years with Fergusson, J.D. held various roles ranging from Head Finishing Operator to Continuous Improvement Trainer and Gravure Production Supervisor. Since 1995 he has been responsible for one complete plant start-up and multiple Gravure press installations. J.D. has managed Printing & Converting Operations for two major Gravure Packaging Printers in the United States, and provided valuable technical resources for Gravure printers throughout Europe and Asia. Since 2009, JD has been the lead technical coordinator for the GAAmerica's Basic and Advanced Gravure seminars taught at WMU.

# SESSION FOUR

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## **Discovering What GEF Has to Offer**

The Gravure Education Foundation is a 501(c)3 charitable organization that supports Universities and students of gravure printing and technology. By raising funds and distributing to deserving schools and students, the GEF ensures the continued education of gravure technology for the future leaders of the industry. The GEF provides scholarships to students, offers Technical Writing Contests and distributes Grants to schools, thereby helping develop individuals with technical proficiency and leadership skills for the industry.

## **Jim Sheibley, NewPage Corp.; GEF Chairman of the Board**

Jim Sheibley is Director, Business & Product Development at New Page Specialty Papers. His responsibilities in that role include product management, segment strategy, Customer innovation, product development, and brand-owner engagement. His team of Business Innovation Managers works with customers, brand owners, operations, finance, and sales to manage the product portfolio for New Page Specialty Papers. Sheibley holds a B.S. in engineering from Syracuse University and the College of Environmental Science & Forestry magna cum laude, and has post-graduate education at the University of Wisconsin – Oshkosh, University of Wisconsin-Madison, and the Swedish Institute for Management.

## **Rod Sosa, Fres-co System USA; GEF Treasurer**

Rodrigo Sosa, a two-time recipient of the Gravure Education Foundation Technical Writing Competition, is plant manager at Fres-co System USA. His professional experience includes operations management, new product development, and graphic design management at different multi-national corporations. Accomplishments include implementation of quality control programs, research and development of plating technology, process of color management, and lean manufacturing. He holds bachelors and masters degrees from Western Michigan University and an MBA from Penn State University.

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# LUNCH & GOLDEN CYLINDER AWARDS CEREMONY

## LUNCH

**LOCATION: Concord B/C/D**

**12:30-2:00PM**

Following lunch we will be recognizing the very best in Gravure Packaging, Label and Product printing when we present the Golden Cylinder Awards for 2014 and reveal the ever popular Best of the Best Award winners.

**Special Thanks to Lunch Sponsor:**



**AFTERNOON REFRESHMENTS**

**2:00 PM**

**LOCATION: Rotunda**

**Special Thanks to Afternoon Refreshments Sponsor:**



# SESSION FIVE

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**GENERAL SESSION LOCATION: Concord E**

## **SESSION FIVE**

### **Printers Panel**

**2:00-4:00PM**

Panelists will discuss customer requirements and the myths that still haunt gravure in today's marketplace.

#### **Moderator:**

##### **Chuck Reece, SGS**

Chuck Reece worked with Reynolds Metals/Alcoa/Southern Graphic Systems for 42 years. He recently retired from his position at the company in sales out of the Richmond, Virginia plant. Chuck graduated from Virginia Tech in 1972. He earned a Bachelor of Science degree in Industrial Engineering and Operations Research. Prior to holding his final position at the SGS-Richmond plant, Chuck worked in various capacities including Industrial Engineering work – Reynolds Metals, Gravure/Foil Sales – Reynolds Metals, and General Manager – SGS.

#### **Panelists:**

##### **Ed Lieb, Sonoco**

Ed Lieb is Manager Division Technical Service at Sonoco Flexible Packaging. His 48 years of experience in printing and flexible packaging includes thirty years in plant management with several corporations, and twelve years in division staff assignments. His printing experience was gained in the gravure, flexo and letterpress industries.

##### **Isaac Zickert, Inland Label**

Isaac was born and raised in western Wisconsin. He graduated from WTC with an associates degree in printing and publishing. He worked at commercial offset shop before starting at Inland in the Gravure department. Isaac worked his way up from parts washing to lead operator before moving into management where he now fills the roll of Operations Manager for all of Inland's Gravure operations and associated finishing.

# SESSION FIVE

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## **Todd Luman, Interprint**

Todd joined Interprint in 2007 to establish a new gravure laser engraving division. Prior to joining Interprint, Todd held various positions ranging from QC to lead laser operator (engraving ceramic cylinders) for the flexographic market and in-the-field service work conducting pressroom audits, training seminars for process improvement and designing and running banded roll trials, fingerprint trials and making coating recommendations.

## **Keith Newton, Amcor**

Keith Newton, father of four has been in the printing industry for 34 years and has held the current position of Graphics coordinator at Amcor Tobacco Packaging since 2001.

## **JD Harris, GAAmericas (see previous bio)**

## **Rod Sosa, Fres-co System USA (see previous bio)**

# SPEEDWAY TOUR & RECEPTION

## Tour of Lowes Motor Speedway and Reception

5:00-8:00PM

Shuttles will depart from the hotel beginning at 4:30pm.

### Special Thanks to Reception Sponsor:



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