

Spinnaker Coating Newsletter

Committed to providing *every customer* the best service in the PS industry

Co-workers come together like family

Around Spinnaker we often say it's like a family. You may have the same sentiment at your company. Needless to say, that's a great feeling. But, sometimes it's easy to become complacent about the role our co-workers play in our everyday lives. Often we see these people more than our own families, so it's easy to take them for granted like we often do our blood relatives. That is, until there is a test, a real need that requires support. In real life, how people respond to your needs is a measure of their true friendship, loyalty, or love.

We recently had one such test at our company. On May 22, Jorge Montes de Oca, a Roll Finishing Operator at our Los Angeles-area slitting distribution center, left work immediately, saying that there was an emergency at his home—a fire!

There was an immediate desire to do something. Nelly Negrete (Operations Support, CA SDC) and Lori Guillozet (Customer Support, OH)

began the organizing efforts to raise funds for Jorge and his family, which includes five children. "When Nelly called me the day the fire broke out at Jorge's apartment and said he had nothing left and his kids' rooms were destroyed, she asked me if I would help her do a benefit," said Lori. "There was no question in my mind that I wanted to do this. I felt so honored to be a part of this. I cannot explain how grateful I am to work for a company with such caring and generous people." All of the Spinnaker locations donated money for the cause. There was also a bake sale held at the Troy, Ohio facility to raise additional funds. In total, we sent Jorge \$2,370.

Through this difficult time in one employee's life, we realized that we do indeed have the benefit of working at a company that lives up to the reputation we've given it—it's a family indeed. And, we often refer to our customers in similarly endearing terms, which may indeed sound a bit cliché or corny, but we assure you it's true.



Jorge and his family are doing okay, and are recovering from their loss and moving forward with thankful hearts.



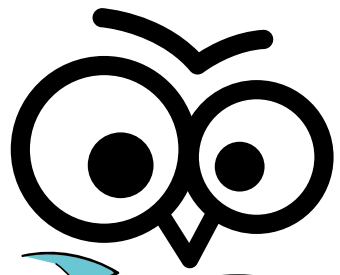
Mission Statement

To be the provider of choice of pressure sensitive roll and sheet products to customers who value a supplier who invests the time to get it right.

Our success will be achieved by:

- Working with our customers to understand their needs and offering tailored solutions that provide a competitive advantage
 - Delivering quality products our customers can count on every time
- Supporting our customers with responsive, personalized, and professional service and technical expertise

Spinnaker Coating is committed to being a trusted supplier who offers our customers fast, practical solutions to their changing business needs



Tech talk

THE CONVERTER'S GUIDE TO TECHNICAL KNOWLEDGE

Can we help you? Call our Technical Consulting Hotline @ 877-210-5104 with *your* questions today.

Delam/Relam & Overlam

Q: What is delam/relam (delamination/relamination process)?

A: Pulling the face sheet from the liner and then re-laminating them back together on press.

Q: Why would I want to delam/relam my construction?

A: This process is primarily used to backprint on the adhesive so that the print will show through on a clear substrate, or to spot-deaden the adhesive for peel tabs or other removable re-closures. It is also used to build some coupon constructions.

Q: What issues should I be concerned about?

A: The process will decrease release, which can lead to pre-dispensing. It can

introduce MD curl to the face or liner if tensions aren't perfectly matched. You may also lose final adhesion in the application as you increase the coverage area of ink or deadening agent. During the process, dirt and debris are always a concern.

For best results, make sure you equalize the tension between the overlamine and the face sheet, use the minimum amount of ink coverage or deadener needed, and keep the converting area clear of dust, dirt, and debris. Release is difficult to remedy and is simply a by-product of the process. Custom release matches can be made; contact your Sales Rep if you have an application needing a special release.

Q: Why would I use an overlam?

A: This clear film layer is applied to protect print or the entire label face from chemical or environmental factors. In many cases, a varnish might accomplish the same result, but an overlam is more bullet proof. It may also be used to change the aesthetics to gloss or matte.

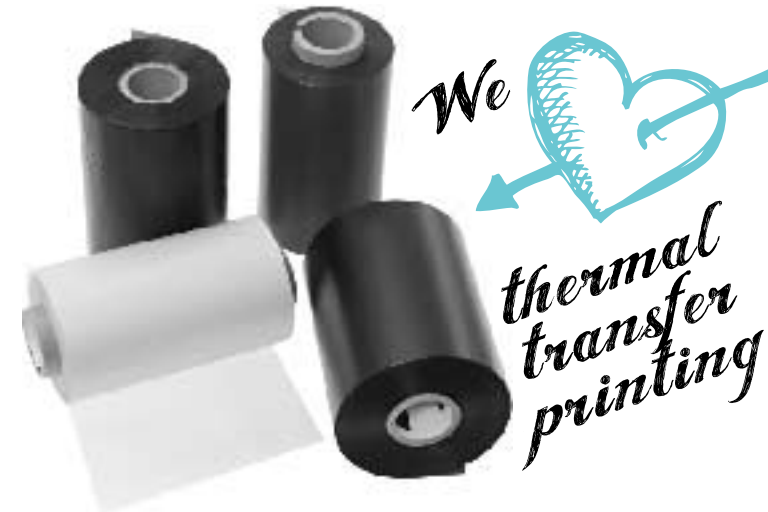
Q: Can the application of overlam affect dispensing?

A: Yes. Excessive or too little tension during the laminating process can cause face curl resulting in pre-dispensing, or curl to the liner (label wraps around plate or dives). Make sure you equalize the tension between the overlamine and the face sheet.

Do you have a thermal transfer film for every need?

Spinnaker has over 60 thermal transfer film constructions Trimless (minimum 1 roll 3" x 5,000')

Our extensive thermal transfer film offering covers a range of prices, outdoor life ranges, and applications, including textured surface, cold temp, freezer, removable, cover-up, and digital options. If you print bar codes, drum and barrel, shelf marker, lumber, outdoor furniture, or warning labels, packaging films, or plant tags—to name a few—please check out our selection. Maybe we can save you money, solve an issue you have with a current product, or offer you a service level that makes your life a little easier. Call your Sales Rep today for more information.



Summer

For us, Supporting our customers with outstanding service is truly a priority.

We Understand our customers' needs and offer the right solution.

Our Mighty impressive Trimless program helps customers save money.

Our Multi-talented work force loves making your life easier.

Our Emphasis on customer satisfaction makes us easy to do business with.

The Relationship we have with you is special to us.

Put it all together and it's just another SUMMER of the Spinnaker Team enjoying our work. Thanks for letting us be involved in your company. We DO appreciate you!

We hope you enjoy these last few weeks of the season!



PRODUCT SPOTLIGHT

PrimeScan®

Finding a facestock with beautiful four-color printability for prime label applications that also has excellent thermal transfer imprinting for variable information applications, can be difficult. Our PrimeScan matte film offers you both, along with an 18-month outdoor life for durable and outdoor needs.

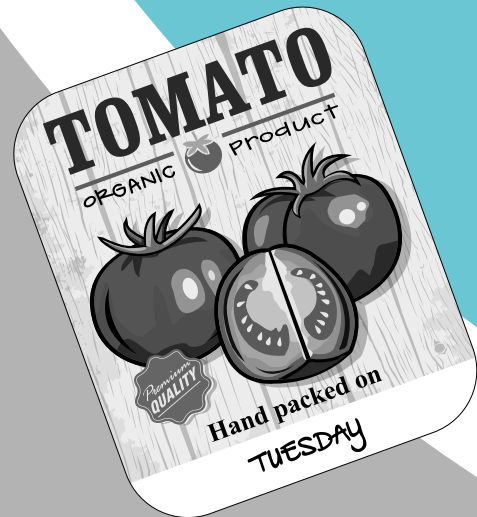
PrimeScan is waterproof, tear resistant, and grease resistant. It die cuts and folds easily, and will accept perfining and punching as well. It prints beautifully via water-based and UV flexo, thermal transfer, impact, and EFI Jettron (UV ink jet). It is appropriate for hot foil stamping and embossing, and is a good option to try with markers, pens, and pencils (ink type and brand do vary, please test).

Prime Applications: food labels • plant labels • toys/decorative stickers • health and beauty • detergent • oils • chemicals

Variable Applications: haz mat labels • bar codes • warning labels • drum and barrel • nursery labels • laboratory and medical use • ID tags and shipping labels

Several options to try. All are available Trimless in as little as 3" x 5,000'.

Contact your Sales Representative or our Technical Consulting Team (877-210-5104) for help when choosing the right product to fit your needs.



Need

- film adhesive, mandrel
- food packaging (cold, wet)
- hot fill/warm fill (all temp)
- drum and barrel
- textured surface, raw lumber
- removable
- layflat roll-to-sheet
- added stiffness

Construction to Test

- PrimeScan/SFA/40#
- PrimeScan/BC-20/40# or 50#
- PrimeScan/B-122F/50# or 44PK
- PrimeScan/C-122F/50#
- PrimeScan/SureLock/40#
- PrimeScan/B-91/40#
- PrimeScan/SFA/72#
- PrimeScan 90/BC-20/40# or C-122F/50#

In the Words of our Customers

“Vickie (Customer Support) does a great job for Spinnaker and I know I can always turn to her when I need help regarding an order or products.” - Jason, FL