

Do you need help identifying the best construction for an application?

Help is available ... see our

TECH TALK

section inside.

Coating is our Business. Service is our Passion.



RETURN SERVICE REQUESTED

518 East Water Street Troy, Ohio 45373

SPINNAKER
COATING

PRSR STD
US POSTAGE PAID
TROY OH
PERMIT NO. 6

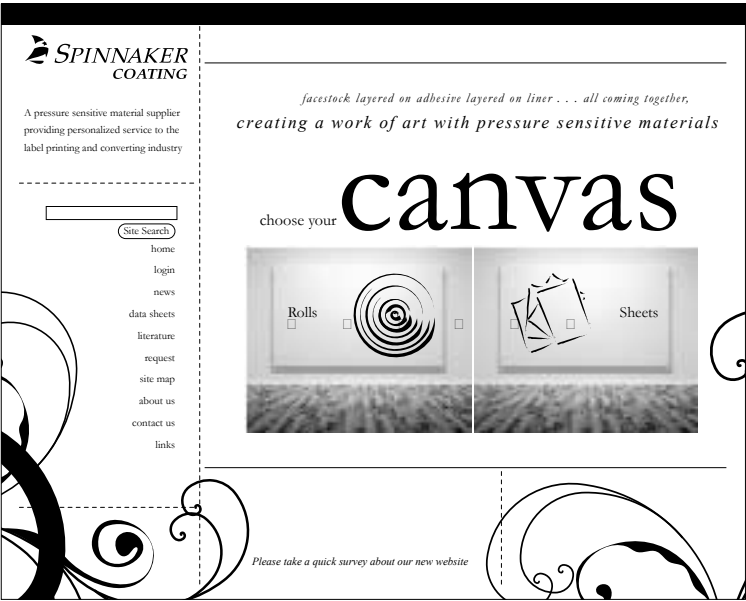
Spinnaker Coating Newsletter

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

New Spinnaker Website

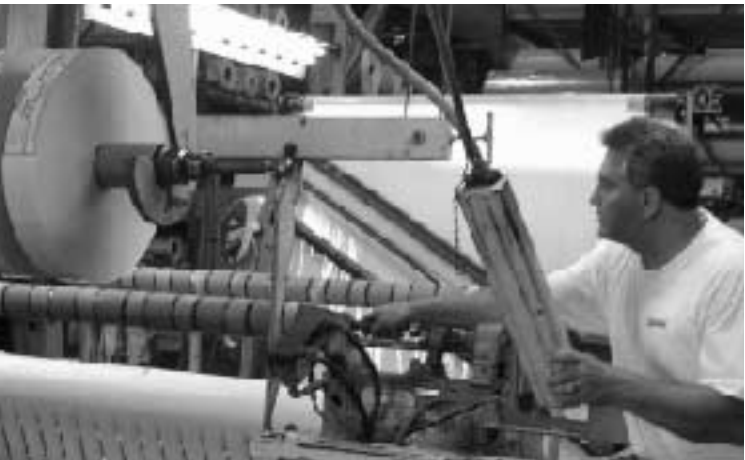
We have been working behind the scenes to re-make our website www.spinps.com. Before beginning the modifications, we collected

input from customers regarding your likes and dislikes on our existing website. Our primary goal after reviewing your needs was to make the site easier to navigate, with clear menu descriptions and uncluttered pages; you will also discover many additional attributes as you tour our website. We invite you to visit us today and share with us your comments on the new site via a link at the bottom of our Home page.



View of the new Home page

Forty years is quite an achievement



Experienced people provide the key to Spinnaker's success in providing you with products and service that exceed your expectations.

We at Spinnaker want to recognize and thank Roger Young for his forty years of service in our Troy facility. Roger worked for thirty of those years at Plant One as part of our sheeting operation before moving over to Plant Two, working on the Roll side of the business. He has been a Slitter Helper, Coater Helper and is currently a Slitter Operator. Roger is married with three children and six grandchildren, and enjoys going to garage sales in search of antiques.

Without people like Roger we couldn't make the products that you have come to rely on from Spinnaker Coating.

Rules to live and work by

"Give the world the best you have and the best will come back to you."

-- Madeline Bridges

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.

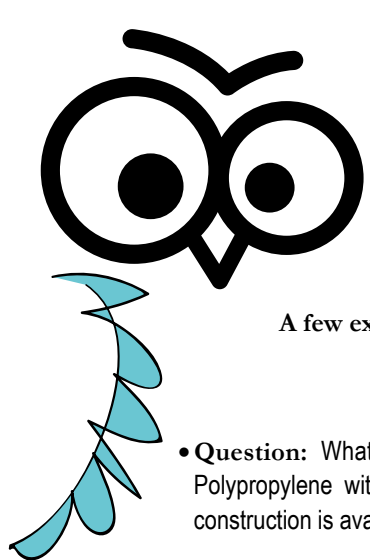
Our success will be achieved by:

- 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

SPINNAKER
COATING

spinps.com 937.332.6500 937.332.6518 fax



Tech talk

THE CONVERTER'S GUIDE TO TECHNICAL KNOWLEDGE

Our Technical Consultants are available for PS Training sessions with your staff and your customers.

A few examples of some questions we've helped customers with, in the past month. Could we help you?
Call our Technical Consulting Hotline @ 877-210-5104 with *your* questions today.

Samples were sent for testing in each of the instances listed.

- **Question:** What clear material would you suggest using on a wet polypropylene jar? **Recommendation:** 2.0 mil TC Clear Polypropylene with BC-20 adhesive. BC-20 will avoid blushing issues and have a good bond, even with moisture present. This construction is available Trimless with a 40# liner.
- **Question:** A customer was having issues with excessive adhesive ooze in an auto-applied label, with a competitor's product. **Recommendation:** Try our SC-21 hot melt adhesive, which is engineered for good wide-web converting. Also, run both press and finished tension as low as possible since tight tensions can create ooze.
- **Question:** Customer was looking for a clear label to be applied to T-shirts. **Recommendation:** 2.0 mil TC Clear Polypropylene with BP-52 adhesive. BP-52 holds firmly to cloth, but can be easily removed without residue or discoloring. This construction is available Trimless with a 40# liner.
- **Question:** What would Spinnaker recommend for a clamshell application? **Recommendation:** 60# Premium Semi Gloss with BC-20 adhesive, which gives a quicker bond than some acrylics and works well with most polystyrene clamshell applications. Our 60# Premium Semi Gloss / BC-20 / 40# is available Trimless.

We welcome your technical questions.

PRODUCT SPOTLIGHT

How can we Meet *your* Meat packaging needs?

While many markets are down in the current economy, food labeling markets are holding their own or even gaining ground. Spinnaker Coating offers a variety of options specifically tailored for your customers' meat packaging needs. Our broad variety of items offered Trimless, coupled with our legendary support services, add up to big savings in time and money.

Our BC-20 hot melt adhesive provides a service range of -50° to 120° F with application temperatures down to 10° F. It is especially useful in meat packaging since it can be applied when moisture is present, while still providing excellent initial tack and ultimate adhesion. BC-20 is compatible with indirect food contact applications and is ideal for blow-on dispensing. On the acrylic side, Spinnaker's ATP (all temperature permanent) adhesive for paper facestocks and B-122F for film facestocks provide a broader service range, as well as short-term repositionability on some substrates. With a service range of -65° to 200° F and minimum application temperatures that are well below zero, ATP and B-122F are versatile choices in environments ranging from hot-fill to freezer applications. Frozen meat packaging can pose challenges for labeling, due to the presence of residual grease and condensation. Our Frostbite adhesive may be just the key to success that you are looking for in these applications. Frostbite is a highly aggressive freezer-grade adhesive that has worked well where many other adhesives have failed due to the amount of moisture or frost on the product.

Trimless offers you the flexibility of ordering as little as one 3" x 5000' roll, with next-day shipment for orders received by 3pm EST. A sampling of some great Trimless options for meat packaging:

60# Premium Semi Gloss / BC-20 / 40#
60# Premium Semi Gloss / Frostbite / 40#

Bright Silver Metallized Paper / BC-20 / 40#
2.0 mil TC Clear BOPP / BC-20 / 40#
2.3 mil TC White BOPP / BC-20 / 40#

Ideal combination for applications that will be overlaminated or have no moisture present
Great for freezer applications or applications where an unusual amount of greasy condensation is present on the package. Facestock also may require overlamination in moist conditions
Good for silver labels on ham, turkey, or roast beef
A clear film option for frozen meat packages
A gloss white BOPP for prepackaged meats, cheeses, and deli

Tech Tips: Common Converting Issues

Below are a list of issues and things to consider or check to resolve the problem

Are you seeing excessive die wear?

- Are you running abrasive materials such as clay coated thermal transfer papers and films which tend to wear dies more quickly? Using a higher grade of steel in your dies, and special coating on the die, can help with wear issues. Are you cutting through abrasive inks? Inks contain pigments and some are hard to cut through, such as white and metallic.
- Have you accidentally wrapped your die with material? A matrix or web break can sometimes cause a wrap up of the material around the die. In some instances this can damage or even break the die blades, so inspect them carefully.
- Has your die been cutting through dirt or other waste?
- Check your anvil roll gear for dirt or ink.

Are your labels repeatedly going up with the waste?

- Consider using a PS material with a higher release level.
- Check die strike to liner to make sure you are cutting through the adhesive. Is the adhesive oozing or leggy?
- Poor die layout, small sizes, irregular shapes, and web direction can all contribute to this.
- Die bounce, insufficient pressure.
- Check bearer or die gear for dirt and anvil roll for damage or wear.
- Check for insufficient web tension.

Tips for new tooling or retooling

When ordering new tooling or having a die retooled, it is recommended that you submit samples of the actual material you plan to cut with the die.

Base paper changes make it more important than ever to have the die made to the actual liner you plan on cutting.

Spinnaker is happy to send sample rolls of material to your die manufacturer. This will help guarantee the best performance of the cutting die.

Survey Results

We recently asked many of you to answer a short email survey. Thank you to those of you who responded. We conduct this survey once a year to help us gauge how well we are serving you and how we can improve both our products and level of service. The final results were very favorable and the information you provided will remain anonymous, even though almost half of the respondents provided their contact information. One of the items most often mentioned was the desire for more Trimless items in our offerings. Our Product Management team continually analyzes the feedback you provide to your sales team regarding what you'd like to see as new Trimless products ... so keep the information flowing to them.

TRUST

Most people would agree that trust is important to their business. At Spinnaker, we know that "trust" is fundamental to our success and it is pivotal in our day-to-day business.

Integrity is one of Spinnaker's *Shared Values* and our team is committed to act with integrity, respect, and honesty in all our dealings, with our goal being to win your **TRUST** in Spinnaker fulfilling your customers' complex labeling needs.

Spinnaker continues to focus on the importance of living all it's *Shared Values* listed below and the economic times makes these values even more critical to our success and hence your success.

Customer Focus, Excellence, Commitment to People, Teamwork, Integrity, Constructive Communication, Change

In the Words of our Customers

“We certainly enjoy working with your team. From the receptionist to production to customer service to sales and marketing - all your people are top notch ... Reliable, enthusiastic, dependable, and pleasant to work with. We sincerely enjoy the working partnership and the camaraderie and the results speak for themselves.”

- Ed, CA March 2009

Did you know?

Spinnaker can pattern coat our hot melt adhesives in alternating gummed/ungummed strips in the machine direction.

ATP, B-122, BC-20, Frostbite, and Primeglos are trademarks of Spinnaker Coating, LLC.