

USING TECHNOLOGY TO DELIVER VALUE

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1996 FINISHING & CONVERTING CONFERENCE & TRADE FAIR SUCCEEDS IN DELIVERING VALUE THROUGH TECHNOLOGY AND NETWORKING OPPORTUNITIES.

TAPPI's Finishing and Converting Division hosted the 1996 annual conference at the Sheraton Bal Harbour Resort in Bal Harbour, FL., October 6-9. Just catching the tail end of hurricane season, the early October days offered a mix of sunshine and rain for the 396 delegates.

For members of TAPPI's Finishing and Converting Division, a successful conference is measured in taking back both usable and practical information as well as making contacts in a relaxed, informal atmosphere. Anthony V. Lyons of ECC International promoted this idea throughout his tenure as Division chairman, and Don Hildebrand of ViaTech Systems, Inc., as conference chairman, deftly coordinated his third conference with this aim in mind. Hildebrand's experience in conference development contributed to making this a well-balanced and well-executed meeting.

Highlights of the conference included the following strategically planned, non-conflicting events: a welcome reception for first time attendees and new TAPPI members, which preceded the conference reception on Sunday evening; a full-scale technical program including roundtables, panel discussions, and committee meetings; a new technology showcase; a supplier sponsored gala event; the friendship banquet during which awards were presented; and the prayer breakfast meetings that were hosted by James F. Staley of Lamb Grays Harbor Co. A mentor program to draw new attendees or new TAPPI members into the full swing of the conference was launched this year.

STRATEGY SESSIONS

Attendance at the committee meetings increased dramatically in comparison to those held over the last three years. Discussions relative to industry issues dominated the meetings and generated future topics for presentation at the 1997 conference.

The Division is placing additional emphasis on continuing education. Alan R. Thuren of Valmet has been named the Division's continuing education coordinator

and will be working with TAPPI Education Administrator Carole Teja to develop short courses for the Division. Currently, a TAPPI Sheeting and Packaging Short Course is scheduled for May 7-9, 1997 at the LeCentre Sheraton Hotel in Montreal, Canada. A tour of Domtar's greenfield mill in Windsor, Ontario, is scheduled for May 9.

KEYNOTE: INTERTWINING VALUE WITH SERVICE

The Finishing and Converting Annual Conference attracts many non-U. S. attendees and this year was no exception. Eight flags representing the international groups were displayed as a sign of welcome and recognition during the opening ceremony.

Don Hildebrand moderated the opening session that included speeches by both Robert C. Edwards of Union Camp Corp. and J. David Pfeiffer of JDP Innovations Inc. These presenters explored the definition of value within a historical per-



The Opening Session: (L-R) Don Hildebrand with David Pfeiffer and Michael Broome. [INSET] Another keynote speaker, Bob Edwards, stayed to moderate the New Technology Showcase.

spective, how technology is changing value, and what the implications are for how we do business today.

Keynote Speaker Michael Broome, citing truisms in human nature, gave a humorous motivational speech centered on service and value.

EXHIBITING TECHNOLOGY'S PRACTICAL APPLICATION

A New Technology Showcase followed the Opening Session and featured representatives of 12 supplier companies, each with a five minute spiel on the latest technical innovations. Bob Edwards and Sterling R. (Russ) Brown, Kleissler Corp., (teamed as moderators again this year) brought experience and humor to restraining the spotlighted presenters in this fast-paced, promotional session. Sonia Gallant of Allegheny Industrial Associates Inc. stole the show again this year by adding props in a magic show scenario.

Prize drawings added suspense to the showcase in which the winner was required to be present at the drawing to receive one of three US\$ 100 dinner awards. To top it off, Division-sponsored lunches in the exhibit area generated grateful responses from the delegates and ensured ample interest in the Trade Fair that immediated followed the Opening Session.

There were 43 exhibiting companies. The "Best Booth" award went to Valmet Inc. this year. Selected by a majority of attendees polled at the trade fair, the honor carries with it free booth space next year. Marquip, Inc. came in as a close second.



You'd smile too if your company won the "Best Booth" category at the '96 Finishing and Converting Trade Fair. Congratulations, Valmet!

MULTI-FACETED TECHNICAL PROGRAM

The program offered a good mix of both technical and management topics and received an above-average rating from the program evaluators. Technical Program Coordinator Eric Langevin of Thermo Electron Web Systems skillfully kept the program on track with the theme, "Using Technology to Deliver Value."

Sonia L. Gallant, Allegheny Industrial, moderated the **Shipping, Receiving and Warehousing Sessions** and lead a panel discussion, which focused on cross-docking, laser scanners, and handling recycled bales.

A special report on load securement systems by the Ontario and Quebec Ministries of Transportation is a

work in progress. Plans are that this on-going research will lead to development of a single North America-wide load securement standard.

Larry D. McCart, Cascade Corp., moderated a roundtable discussion on liability risks when shipping by truck from the perspectives of shippers, truckers, and an attorney.

Mark Sorenson of Beloit Corp. moderated the **Calendering Sessions I and II**. During Session I four papers were delivered and were followed by two roundtables. Popular issues were alternative roll materials used in supercalenders, the effects of calendering on printing, soft nip vs. supercalendering, and solutions for common supercalender operating problems. In response to interest expressed at last year's roundtable, B. J. Schultz of Rohm & Haas Co. delivered a paper on the effect of calender and formulation variables on optical properties in on-line soft nip calendering.

Peter Werner of Allen Bradley directed **Winding Sessions I and II**. Topics ranged from an in depth examination of implementing man-machine interfaces in conjunction with personal computers running graphical user interface software to automated core preparation. Papers dealing with flying splice and roll structure control by winding force rounded out Session I. Session II featured David R. Roisum of Finishing Technologies Inc. who discussed issues raised in his new book, *The Mechanics of Winding*. TAPPI PRESS held a book signing in Roisum's honor during the conference. David Pfeiffer, a presenter at the Opening Session, delivered a paper on "Using Paper Compressibility Measurements to Enhance Roll Quality."

In the **Packaging Session**, Richard Cox of Union Camp oversaw two popular panel discussions. The first, "Using Technology to Develop New Products: Poly-Wrapped Reams," was moderated by Thomas A. Kalupa of Thilmany Division, International Paper. The panel was prompted by the introduction of clear film ream packaging earlier in 1996. Topics covered focused on the process involved in marketing, machinery modifications, pressure sensitive resealable labeling, and cutsize paper requirements in relation to the new product.

In "Packaging Materials: Which are Recyclable and Which are Repulpable?" - moderated by Jack S. Polacek of Appleton Papers Inc., the panelists presented the generally unknown facts and implications in reusing different types of packaging materials in one form or another.

Richard Germana of Monadnock Papers chaired the **Sheeting Session**, which featured three papers: decision-making process of installing a modern 12 pocket cutsize sheeter, a full discussion on automatic guided vehicle systems as the new technology for material handling, and an overview of latest available technologies in

the Finishing Department and how they deliver value.

Cox and Germana teamed up to present tandem topics of packaging and sheeting in a combined session, which included a roundtable, held later in the conference.

Overall, the technical program provided new techniques and information, updates, problem-solving methods, and discussion opportunities. Stay tuned for next year's conference, which will again be aimed at your interests and industry trends.

The 1996 TAPPI Finishing & Converting Conference Proceedings are available from TAPPI PRESS. The proceedings include 20 papers presented during the eight sessions of the conference. Many graphs, charts, and photos illustrate the main topics of supercalendering, winding, roll quality, testing, labeling technology and safety in this 207 page, soft-cover book.

The ISBN is 0-89852-670-1 and the TAPPI PRESS order number is 0105 0896. The proceedings are available to TAPPI Members at US\$ 60, the list price is US\$ 90.

AWARDS AND CERTIFICATES OF APPRECIATION

The semi-formal Friendship Banquet set the stage for the presentation of gifts and awards to Division leaders and other volunteers. TAPPI Director Herbert G. Schaefer of INX International Ink Co. served as the TAPPI Board representative at the conference.

TAPPI JOURNAL, Technical Editor Jack Polacek received the Division's Leadership and Service Award for his contributions to the Division. Polacek is project manager at Appleton Papers Inc., in Appleton, WI. He joined TAPPI in 1978 and has been active in the Division's packaging and winding areas. He progressed through the chairs to become the Division's chairman for the 1992-1993 year. Polacek graduated from the University of Wisconsin with a degree in industrial engineering.

The hard work and dedication of outgoing Division leaders and committee chairmen were recognized at the Friendship Banquet. Certificates of Appreciation were presented to Tony Lyons as outgoing Division chair and to the following committee chairmen: Keith M. Williams (Packaging), Reimund Brettschneider (Sheeting), Annette R. Waldbillig (Shipping, Receiving and Warehousing), Eric T. Langevin (Calendering), and Peter H. Werner (Winding).

Clarice M. Dupont, a senior paper science major at

the University of Wisconsin at Stevens Point was awarded TAPPI's 1996-97 Finishing and Converting Division Scholarship.

Comedian Frankie Pace provided the after dinner entertainment, and Beloit's Lenox Division sponsored a lively dance immediately following the banquet.



TAPPI Director Herb Schaefer congratulates outgoing Division Chairman Tony Lyons on a job well done.



With Miami Beach as the background, TAPPI Director Herb Schaefer (L) converses with Jack Polacek of Appleton Papers, winner of the Finishing and Converting Division's Leadership and Service Award for 1996.

CONFERENCE REPORT



(above L) Technical Program Chairman Eric Langevin proudly displays his Certificate of Appreciation for his leadership on the Calendering Committee.



(above R) Following award presentations, Tony Lyons passed the microphone to Incoming Division Chairman Duane Smith, who enthusiastically described future Division activities.

AN EVENING AT PENROD'S

Penrod's in South Beach, Miami, an ocean-side escape, changed the pace for many of the conference attendees and their guests. A delicious selection of foods, music, dancing, moonlight, games, and the sound of ocean waves provided the atmosphere for relaxation and enjoyment. Tom Kalupa at International Paper coordinated the event that was sponsored by 30 supplier companies.

The Division gratefully acknowledges the generosity of the following companies in sponsoring this evening of entertainment for the attendees and their guests.



Penrod's Beach Club: A gala to be remembered!

Patron Level US\$ 5000

- Thilmany Division of International Paper
- Sonoco Products Co. / Hamilton Hybar, Inc.
- Will-Pemco Inc.

Sponsor Level US\$ 3500

- ECC International
- Lamb Grays Harbor Co. Lamb Pasaban
- Marquip Inc.
- Matik North America
- Mosinee Converted Products
- Valmet

Benefactor Level US\$ 1500

- Adhesives Research, Inc.
- Black Clawson Converting Machinery Corp.
- Core Link, Inc.
- Fortifiber Corp.
- Measurex Devron
- Resource Net International / Import Group
- Rockwell Automation / Allen-Bradley Reliance Electric
- Star Paper Tube, Inc.
- ViaTech Systems, Inc.

Friend Level US\$ 500

- Jagenberg Inc.
- Air Systems Design, Inc.
- Maxson Automatic Machinery Co.
- Allegheny Industrial Associates
- Cameron Machine Division, Somerset Tech
- Circle, Inc.
- International Knife and Saw, Inc.
- SHW Inc.
- Spencer Johnston Co.
- O&E Machine Corp.
- Marprint Inc.
- AirTrim, Inc.

FUTURE EVENTS

A new team will shape next year's conference in Washington, D. C., Tony Lyons turned over his gavel to incoming Division leader Duane Smith of Black Clawson Co.; and Don Hildebrand relinquished the conference reigns to Rebecca Chapman of Hamilton Hybar Inc. as he assumes the role of the Division's communications team leader.

The next annual conference will be held in Washington, D.C. Plan to attend the 1997 TAPPI Finishing & Converting Conference & Trade Fair to be held September 21-24 at the Omni Shoreham Hotel.

Anyone interested in presenting a paper at this meeting should contact Eric Langevin, Thermo Electron Web Systems Inc., by phone: +1 508 791-8171 or fax: +1 508 757-1507. **TJ**