

TEAM NEWS

Volume 6 Issue 1 October 2, 2009

MANAGEMENT ADDITION AT DLS

It has been almost a year since our last newsletter and I hope everyone has been able to survive the economic storm that has come across our land.

We are pleased to announce the appointment of Rod Stone as our new VP of Manufacturing effective September 14th with responsibility for all manufacturing operations. Rod arrives with over 26 years of experience in various management positions at Standard Register and prior to his arrival was the VP of Operations at Time Med Label in Burr Ridge, IL. Please welcome Rod to the business if you have a moment; he is at extension #103 or you can email him at rstone@teamdlsolutions.com. Rod will welcome any suggestions you have for helping to improve service to all our customers.

NEW RIBBON PROGRAM AND PRICING

We have been able to negotiate some significantly better pricing on a new premium wax ribbon and have decided to brand it as Black Onyx. Based on our testing of the Black Onyx ribbon, we feel that it tests very comparable to current domestic brands and is a low cost drop-in for cost-competitive situations. Samples and price sheets for the Black Onyx ribbons are available by contacting our estimating department at 800-397-3013 x2.

We are also running a sales promotion based on Black Onyx ribbon purchases until December 31, 2010. Any distributors purchasing over \$25K of new Black Onyx ribbon during this period will earn points toward black onyx jewelry appraised at over \$500 retail. Contact the DLS estimating department or Terry Smith at 888-522-0052 for details on this program.

DIGITAL PRINT HAS ARRIVED AT DLS

We recently purchased a printer for running short run digital images on pressure sensitive labels. Give us a call if you need any short run 4CP labels and save the cost of flexo plates. Samples and pricing are available through the estimating department at 800-397-3013 x2.

BAD MOON ARISING

Recently a number of paper mills announced an increase of \$40/ton on most coated face sheets during the month of September. This is the main product used in the label market and based on the paper mills poor financial results reported this year, we expect additional increases in the months ahead. These face sheet increases combined with the reduction in capacity of the chemical production marketplace will likely result in increased pricing pressures to our suppliers of pressure sensitive materials. We fully expect them to announce an increase of their own sometime by mid year 2010 especially if the marketplace starts to recover, as is currently being forecasted.

You will hear from us from time to time as we have new offerings. Please contact us for a full catalog and price list of our labels and ribbons, 800-397-3013 x2 or e-mail Lori Day at lday@teamdlsolutions.com.

Please call us if you do not wish to be contacted in the future, 800-397-3013 x2.

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