

KEYSTONE REVIEW

JANUARY

FEBRUARY

MARCH

2008

2008 President's Address: Converting Customer Ideas Into Successful Products

I used our company Vision Statement – *Converting Customer Ideas Into Successful Products* – as the title of this president's address because it is one of the primary reasons we had another excellent year at Davis-Standard, LLC. It is also the reason why we will continue on this path in 2008 and beyond. We experienced a double digit percentage improvement in sales during the past year while our return on sales also increased. This significant improvement



Charlie Buckley
President, Davis-Standard, LLC

in sales was largely due to market share gains. While this is positive news, we recognize this success is largely based on the fact that we have placed more emphasis on listening to you, our customers.

You are the driver behind the changes and developments in our corporate culture and business strategies, which are proving to be effective. We thank you for this with full knowledge that we cannot become complacent.

We must always work hard to win your business. That is why we will continue to seek your input in order to provide the best products and service available on a global scale. I want to share a few examples of what we're doing to strengthen our position and support your business. These examples are based on the six "Cs" of our corporate culture, which include customer focus, commitment, communication, continuous improvement, cash conversion cycle, and cost reduction.

Customer Focus – As some of you may have experienced, we engage an independent

consulting firm to periodically conduct "blind" telephone surveys of customers. The final question of the survey is, "What can Davis-Standard do to become a better supplier?" We listen to those surveys and take them seriously. Because of your feedback, we've improved delivery times, implemented a 24/7 customer service hotline, have parts available online, recently introduced the DS² which reduces customer downtime, and much more. In addition, each month I, along with members of our staff, randomly call customers who purchased equipment over the previous few months to see how things are going and receive feedback. It's a priority for us because attention to detail is critical in our business.

Commitment – I can tell you that our employees are

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Verim Plastik A.S Awards Film Line Contract to Davis-Standard, LLC

Verim Plastik A.S of Izmir, Turkey, recently awarded a contract for a three-layer agricultural blown film line to the Converting Systems Group of Davis-Standard, LLC. The line, slated for installation in early 2008, will support the growth of Verim Plastik's global production of multi-layer polyethylene films for applications in the agricultural, horticultural, construction and converting industries. Verim Plastik produces sophisticated films designed for specific weather conditions and environments. Verim's films are successfully used in regions ranging from the heat of the Arabian and African deserts to the cool climates of northern Russia and Canada.

The innovative line will feature MAC super air-cooled smooth bore extruders and

an 850mm (34-inch) three-layer Centrex die system. The custom die system, which could be easily upgraded to a 1000mm diameter,



A MAC super air-cooled extruder feeding a Centrex die system.

will include an insulated IBC system with a unique internal and external heating arrangement to help reduce melt fracture and help increase rates. The upper nip and gusseting mechanism are also of a unique design for Verim Plastik. All extruders will be fitted with the Davis-Standard DSB[®] barrier screw featuring a solid-bed to melt-pool separation with a spiral, fluted mixing section to promote mixing in a broad range of blends.

According to Ugur Pisan, CEO of Verim, Davis-Standard offered the most complete solution for this project.

"We chose Davis-Standard over several other suppliers because they had the best

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Extrusion Systems: +800-480-8105
Converting Systems: +800-338-3660
Europe: +49 173-710-6407

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ER-WE-PA Introduces Fifth Generation Culisse Winder

ER-WE-PA in Erkrath, Germany, a subsidiary of Davis-Standard, LLC, introduced the fifth generation of its well-established Culisse winder at K 2007 last fall. This specially designed winder is capable of high-speed, in-line winding and slitting of extra wide film webs into more rolls than typical while maintaining superior quality.

The Culisse winder was first developed in 1992 and has since evolved to address changing marketplace demands. This latest high-tech unit is engineered for hygienic film applications including diapers, panty liners and sanitary towels. These processes utilize polyethylene and polypropylene composites that require surface precision, cleanliness, and homogeneity as well as accurate winding and slitting of film webs into multiple rolls. The new Culisse provides reliable winding with multi-lane slitting down to 80mm. Up to 50 rolls can be wound and cut in-line from a film width of four meters with superior quality. The winder is available with maximum diameters of 1000mm and 1500mm and with one or two winding directions.

The new Culisse offers several advantages.



The new Culisse winder is engineered for high-speed in-line winding and slitting of extra wide film webs.

This design ensures winding quality by utilizing controlled indexing of the turret after the active winding shaft has reached the center of the turret bull gear. This prevents sideways shifting during the turret cycle, which is typical with other winder designs. The winder also features two lay-on rolls instead of one. This enables one lay-on roll to always be active so that layers of the web are wound for unwinding and additional processing. More than 10 drives support precise movements

for operations such as the positioning of the winder shaft. Adjustable characteristics for web tension and pressure prevent "outliers" in the lateral winding quality resulting from changes in electrostatic charging.

In addition, the winder offers precise slitting technology to significantly reduce scrap, provide long-term cost savings and assure quality from the first layer up to the last layer. For example, when 50 lanes of web are to be cut, 51 knives are used including edge trim. This same number of knives is on standby for blade changes so that knife changes occur in-line during production. The Culisse is also designed to minimize noise and vibration. The complete drive technology is Siemens with a Siemens S7 PLC unit with control panel. Hundreds of specific winding and slitting programs can be created with this PLC. A worldwide customer service and spare parts service is available to support production safety.

For more information, contact Chris Barton at chris.barton@er-we-pa.de. ■

Upcoming Events

Davis-Standard, LLC will be exhibiting at the following tradeshow during January, February and March. We will also be hosting a seminar at our Pawcatuck, Connecticut, facility.

ICE China

January 16-18
Shanghai, China
Booth #1-D09

Interplastica

January 29-February 1
Moscow, Russia
Booth TBD

Plastec West

January 29-31
Anaheim, California
Booth #3851

Plast India

February 4-6
New Delhi, India
Booth TBD

Fencetech '08

February 5-7
Las Vegas, Nevada
Booth TBD

Saudi PLAS

February 12-15
Riyadh, Saudi Arabia
Booth #405

International Polyolefins Conference

February 25-27
Houston, Texas
Booth #62

Plastics Recycling

February 26-27
Jacksonville, Florida
Booth TBD

GPEC

March 11-12
Orlando, Florida
Booth #21

ICE

March 27-29
Munich, Germany
Stand #2 M 07

Wire Düsseldorf

March 31-April 4
Düsseldorf, Germany
Hall 9 Stand #9A52

Basics of Plastic Extrusion Seminar

April 1-2
Pawcatuck, Conn.

Davis-Standard to Sponsor International Ag Film Conference

Davis-Standard, LLC is a leading sponsor of the Applied Market Information (AMI) Agricultural Film 2008 Conference in Barcelona, Spain, February 18 - 20. This is the first international business and technology conference for the agricultural and horticultural film industries, bringing together top professionals to present overviews of markets in terms of polymer volumes, changes in technology and overall industry outlook. Film experts and growers will have an opportunity to collaborate on topics such as the performance of greenhouse films, the impact of global warming on water conservation and crop protection, mulch films, new formulations for silage films, and topics related to biodegradable polymers, recycling and compostability.

"This event will be an excellent venue to cover several hot topics ranging from advances in film materials and new equipment technology to challenges facing agricultural film producers internationally," said Rick Keller, Vice President of Davis-Standard's Blown Film Business Team. "Agricultural films are a big area for us and we're excited to participate and be a sponsor during this significant event. The agricultural film market has experienced several changes in recent years and it's valuable for all players in

the industry to come together to address the needs of one of the fastest growing and most important markets worldwide."

Keller is one of 18 industry speakers during the conference. He will give a presentation on unique design concepts for large-size equipment for agricultural films. Examples of other topics being presented include information on the fundamental changes in agricultural market structure and its influence on plastic consumption; requirements for greenhouse coverings; use of fluorescence pigments in roofing materials for greenhouse applications; quality management and exploitation of agricultural plastic wastes; and various film technologies including biodegradable films for horticulture. Davis-Standard will also sponsor a luncheon on the second day of the conference.

Those interested in attending can save 100 euro on the full price of 900 euro by registering by January 18. There are additional discounts for groups. The registration fee includes attendance at all conference sessions, a welcome reception, lunch and refreshment breaks on both days, and a set of conference proceedings. For more information, contact Jenny Skinner, conference organizer, at js@amiplastics.com. ■

Announcement

CMR Service / Replacement Parts

Davis-Standard's Converting Systems Group has announced that parts support for Egan CMR systems will be limited after 2009. Due to the evolution of technology over the past 20 years, it has become increasingly difficult to find sources for parts to support this system.

Davis-Standard will continue to support CMR customers by offering assistance contracts for both phone support and on-site technical assistance. Customers have the option to purchase an assistance contract for an annual fee of \$2,195. Each contract will be plant site specific (cannot be transferred between locations), but will cover multiple CMRs at a given plant. Purchasing such a contract will give the buyer unlimited access to technical assistance provided over the phone. On-site trouble shooting will be chargeable at established service rates. CMR owners who do not wish to purchase a phone service contract will be required to submit a purchase order for technical service and will be billed at the prevailing rates for all time and costs.

If you are interested in pursuing a CMR support contract, please contact Tom McDonough at 908-722-6000, ext. 2367. If you are interested in receiving a quotation to replace your CMR with the new Integrator Pro system, contact Frank Orsini at 908-722-2249 or Tarek Adly at 315-593-0246. ■

Inventory for Purchase

Following is a listing of inventory items currently available. For a full listing, please visit www.davis-standard.com/public_html/customersupport/inventory.html.

Dynisco melt pump: \$22,000

(With controls and motor, suitable for interface to a 1-inch (25mm) extruder. Lightly used.)

DTEX 113 Flender gearcase: \$20,000

DTEX 82.5 Flender gearbox & strand die: \$20,000

NEW Set of GC-8 ultra high shear conical twin screws: \$12,500 for set

Davis-Standard, LLC Recognized for Impressive Safety Record

The Society of the Plastics Industry (SPI) recently recognized Davis-Standard's manufacturing facilities in Pawcatuck, Connecticut, and Fulton, New York, for impressive safety records. Both plants were honored for having a Days of Restricted Work Activity or Job Transfer (DART) rate better than the national average in 2006 and demonstrating a 20 percent or greater reduction in the DART rate when compared to the previous year.

Davis-Standard was also recognized by the State of Connecticut, Governor Jodi Rell, and Joan McDonald, Commissioner of Connecticut's Department of Economic and Community Development (DECD) for the award which "acknowledges years of professionalism in training staff on up-to-date safety procedures and incorporating those practices into the daily operation" of the facilities.

On October 24, Davis-Standard's facility in Pawcatuck celebrated one full year without a lost time accident. An employee luncheon, held on November 1, honored Pawcatuck employees at all levels for their efforts in successfully implementing safety procedures and contributing to a high quality work environment.



Left to right: Jim Murphy, Stonington First Selectman Bill Brown, Charlie Buckley, and Ernie Plasse.

"Safety is a top priority at Davis-Standard. This all time record – one year without a lost time accident – results from a team effort by every one of our employees," said Charlie Buckley, President of Davis-Standard, LLC. "A safe and healthy workplace ensures quality across the board, benefiting our employees and our customers. It takes training, practice, time and a firm commitment by all involved. We certainly appreciate all that our employees do on a daily basis to ensure their safety and the safety of their colleagues. It makes me very proud and I look forward to continuing this positive safety record." ■

Davis-Standard Hosts Innovative Medical Tubing Symposium



This medical tubing line at Davis-Standard's Pawcatuck facility is available for customer trials and testing.

Davis-Standard, LLC hosted a two-day technical program on innovations in medical tubing technology at its headquarters in Pawcatuck, Connecticut, in September. The conference attracted 21 companies and almost 60 customers from across North America, as far away as California and Mexico. Participants took part in presentations on

medical tubing extrusion technology, plant tours and line demonstrations at Davis-Standard's Conference and Technical Center.

Davis-Standard personnel and representatives from industry partners including Conair, Zenith, Guill, Arkema, GE Fanuc, Zumbach and Degussa gave presentations on everything from control

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Personnel News



Albert Chrisbacher



John Christiano



Joseph Genovese, Jr.



Michael Newhall



Stephen P.H. Rachlis



John Radovich



Jerry Warren



Wendell Whipple



Keon Wild



Joseph Wnuk



John Zachow

Davis-Standard, LLC Announces Promotions

Davis-Standard, LLC announces the following promotions to Vice President.

Albert Chrisbacher has been promoted to Vice President – Sheet and Foam Systems. Chrisbacher will be responsible for all sales and product management activities related to Davis-Standard sheet and foam systems.

John Christiano has been promoted to Vice President – Process Technology. Christiano will be responsible for process engineering support for the Extrusion Systems group and Davis-Standard's Technical Center in Pawcatuck, Connecticut.

Joseph Genovese, Jr. has been promoted to Vice President – Human Resources. He will be responsible for all human relations and resources functions for Davis-Standard, LLC.

Michael Newhall has been promoted to Vice President – Manufacturing. Newhall will be responsible for all manufacturing activities at the Pawcatuck, Connecticut, plant.

Stephen P. H. Rachlis has been promoted to Vice President and General Counsel for Davis-Standard, LLC.

John Radovich has been promoted to Vice President – Engineering, responsible for all engineering activities including mechanical and electrical design.

Jerry Warren has been promoted to Vice President – Aftermarket. He will be responsible for all sales and product management activities related to Davis-Standard aftermarket business, including parts, rebuilds and upgrades.

Wendell Whipple has been promoted to Vice President – Pipe and Profile Systems. Whipple will be responsible

for all sales and product management activities related to pipe and profile business.

Keon Wild has been promoted to Vice President – Product Reliability. Wild will be responsible for overseeing and coordinating Davis-Standard's safety program. He will also oversee the company's technical writers and will assist counsel in safety-related matters.

Joseph Wnuk has been promoted to Vice President – Elastomer Systems. Wnuk will be responsible for all sales and product management activities related to the Elastomer Systems business.

John Zachow has been promoted to Vice President – Wire and Cable Systems. Zachow will be responsible for all sales and product management activities related to Davis-Standard wire and cable business. ■



Roger Clarke

Clarke Joins Davis-Standard as Sales Engineer

The Extrusion Systems Group of Davis-Standard, LLC has announced that Roger Clarke has joined the company in the position of Sales Engineer for the Sheet/Foam/Reclaim/Single Screw Compounding product groups.

Clarke comes to Davis-Standard with over 20 years of experience in the plastics industry, having held positions with HPM and PTI, among other companies specializing in servicing plastic processing customers.

His background includes extensive experience in sheet extrusion for packaging, automotive and industrial applications, reclaim, and single screw compounding.

Clarke will work from his home office in Plainfield, Illinois. His territory will cover states west of the Mississippi, from Minnesota to Texas to Washington State, and the western provinces of Canada. ■

Davis-Standard, LLC Establishes Blown Film Business Team

Davis-Standard, LLC has established a new blown film business team based at the company's Somerville, New Jersey, facility. Davis-Standard, a strong U.S.-based blown film manufacturer, is a significant player in the global blown film market, with a strong history of addressing custom made machinery for top Fortune 50 producers. The new group is comprised of dedicated design, development, sales and customer service consultants to further Davis-Standard's technical capabilities and to capitalize on the company's U.S. manufacturing operation. The Somerville facility will also be home to a new laboratory to showcase die and air ring technology. The lab will be completed next spring.

In forming its new team, the company also made key personnel changes, including the appointment of **Rick Keller** as Vice President of the Blown Film Business Team; **Mike Perrigo**, as Director of Blown Film Technology, and the promotion of **Mary Weeks** to Blown Film Proposal Manager. **Gary Peacock**, who was appointed as Manager of Product Integration, Blown Film, will bring special expertise and experience to the team. Peacock comes to Davis-Standard from Battenfeld Gloucester Engineering (BGE) where he held various



Rick Keller



Gary Peacock



Mike Perrigo



Mary Weeks

positions in engineering, product management and technical sales support. Prior to BGE, he was with British Polythene Industries.

"We see a tremendous opportunity for growth with our blown film product line. While blown film equipment has always been a significant contributor to our product mix, we recognize there is greater potential for us to further our position as a market leader in this segment. The creation of a dedicated blown film business team combined with an increased investment in our products and services is proving successful, with blown film sales hitting record levels in 2007 and with significant growth anticipated for 2008," said Mark Panozzo, President of Davis-Standard, LLC Converting Systems.

According to Rick Keller, Vice President

of the Blown Film Business Team, this realignment of resources presents a great opportunity for a U.S. supplier to address the needs of film manufacturing in North America.

"North American blown film producers are positioned for growth and new opportunities to compete on a global basis," said Keller. "The blown film team we've assembled is committed to supplying new systems and upgrades to existing machines that will increase output and quality for our customers in this marketplace. We have experienced people at every stage to make the process run as smoothly as possible from the sale through installation."

For more information, contact Rick Keller at kellerr@bc-egan.com. ■

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committed across the board. From ensuring that our manufacturing facilities achieve the highest safety standards to quality engineering, we have significant buy-in from our people. One of the primary reasons for this is that management and employees have a lot at stake. Approximately 10 percent of our workforce has invested a portion of their savings in Davis-Standard stock. This represents a strong vote of confidence by our key employees in the company's strategic direction and corporate culture. We also have profit sharing and other incentive programs covering the vast majority of our employees, at all organizational levels. We firmly believe in creating win/win situations and understand that people think and act differently when they can personally benefit from the company's success, especially when they own part of the company. Our employee stakeholders understand that the success of Davis-Standard is based on prosperous and happy customers.

Communication – Improving our external communication with you through trade shows, D-S technical symposiums, face-to-face meetings, and even this *Keystone* publication has been a priority. Our laboratories are also an excellent venue for communication among our people and yours. The feedback we receive during visits and trials is essential to our R&D efforts and service.

We communicate with our employees through a number of venues including quarterly meetings at each of our five manufacturing locations. We also hold best practices meetings encompassing key employees within a given discipline, such as engineering, from all of our locations as well as lunches with cross-functional teams from a particular location. We always look at ways to get more people involved in the success of the company at all levels.

Continuous Improvement – Our Lean initiative has taken hold at all five manufacturing locations. Our primary focus is to reduce cycle times starting with the date we quote the order and ending when our customer produces commercial product. The focus of our Converting Systems and Extrusion Systems Groups in the areas of technology development, sales and engineering, and geographic support has been outstanding. Because of this, we have earned the trust of several large players in Asia, Eastern Europe and the Middle East, which has boosted our sales volume in these regions.

Last year we completed the re-organization of our European operations by basing our European Converting Systems business in Erkrath, Germany, and moving our European Extrusion Systems operations to our facility in the U.K. There has also been a strong market acceptance of our equipment. On the Converting side, we've introduced value-added products such as the DS³ Secure

Service Support System and made equipment advances such as the fifth generation Culisse winder (featured in this *Keystone Review*) and a large gusseting unit for production of agricultural films. On the Extrusion Systems side, we've seen a lot of demand for the XP Express[®] roll stand and HPE extruders, both based on cost-effectiveness, design versatility and improved delivery. We also anticipate a positive response for the second-generation DSREV rubber extruders.

Cash Conversion Cycle – We closely monitor our cash conversion cycle, which has steadily improved during the past year. The main reason for this improvement has been higher inventory turns largely due to the success of our Lean initiatives, enabling us to achieve faster cycle times.

Cost Reduction – At Davis-Standard, we don't think of cost reductions as a diet but rather healthy eating and part of our plan to continually improve. Our Lean initiative has been very effective in removing non-value added waste throughout our entire organization. As we reduced cycle times, we have improved delivery performance. We have also capitalized on our strong global vendor network to mitigate material cost increases.

We appreciate your business and look forward to partnering with you to achieve your objectives in 2008. As always, if you ever have questions or concerns on how we can serve you better, please contact me directly at charliebuckley@davis-standard.com. ■

Parker Grows Business with Davis-Standard Lines

It has been a busy year for Parker Hannifin Corporation and Davis-Standard, LLC. Parker has relied on Davis-Standard for multiple extrusion projects over the past year in the United States and abroad, including extruder retrofits and complete line installations. These projects are a reflection of the long-standing relationship between the two companies for more than four decades.

In Manhattan, Kansas, Davis-Standard retrofitted two NRM Extrusion lines with new EPIC supervisory control systems and AC drives and motors. This location also purchased a new Davis-Standard system for manufacturing hydraulic reinforced hose. Parker recently purchased three Davis-Standard extruders for the company's facility in McCook, Nebraska, an IHP (Industrial Hose Products Division) Plant. These included rubber extruders and plastic extruders. HPD (Hose Products Division) is comprised of plants in Manhattan, Kansas; Alliance, Nebraska; and a third one in Red Oak, Iowa. These are just two of many divisions in Parker's North American hose plants sites that make a variety of hose and tubing type products on Davis-Standard equipment. These two Parker divisions have over 20 Davis-Standard machines operating around the clock.

Overseas, Davis-Standard has either installed or is in the process of building equipment for Parker facilities in India, South America and Asia. Earlier this year, Davis-Standard supplied a partial hose line, including a rubber extruder, EPIC controls and Model 2000 crosshead to Parker's plant in India. Davis-Standard is currently

working on a complete tube line, slated to ship the end of 2007 to Parker's hydraulic hose facility in South America. In Asia,



Pictured is a rubber hose coating line with a precision Model 2000 crosshead.

Davis-Standard and Parker are also working on a multi-phase, multi-year project. The first phase, presently underway, involves three systems that will include a tube line and cover/jacketing line with sheathing capability.

"We've had a very good experience with Davis-Standard because we're able to enjoy one-stop

shopping for extruders and systems," said Rick Turman, Manufacturing Manager HPD for Parker. "With NRM Extrusion and Davis-Standard engineering you have some of the best equipment on the market. You also have a company that is very prompt with service and delivery. They are always customer oriented and very service minded."

Parker Hannifin is the world's leading diversified manufacturer of motion and control technologies and systems, providing precision-engineered solutions for a wide variety of commercial, mobile, industrial and aerospace markets. The company's products are vital to virtually everything that moves or requires control, including the manufacture and processing of raw materials, durable goods, infrastructure development and all forms of transport. The company employs more than 57,000 people in 43 countries around the world. For more information visit the company's web site at www.parker.com.

For more information about Davis-Standard's line of rubber extruders or NRM line of Extruders, contact Joe Wnuk at jwnuk@davis-standard.com. ■

Symposium *continued from page 3*

systems and screw design to melt pumps and tooling. Participants learned about the latest medical tubing technologies to improve processes, and took part in line demonstrations featuring equipment from every industry leader involved in the program. The demonstrations included production of multi-lumen tubing using Pebax®, a polyester elastomer for medical tubing applications, as well as a demonstration producing a nylon micro tube with a radio-opaque stripe.

According to President of Davis-Standard, Jim Murphy, the symposium was a big success. "We were very pleased with the participation from customers as well as industry partners. This was a collaborative effort to present the very best technology available for medical tubing applications. Based on customer feedback, we were able to achieve that goal and more. We look forward to hosting other symposiums in the future to support our customers and showcase new technology."

The medical tubing line used during the symposium is available to customers for trials and testing. Line components include Davis-Standard HPE ¾-inch (19mm) 24:1 and HPE 1-inch (25mm) 24:1 extruders; an EPIC III control system; Zenith melt pump; Guill coextrusion tubing die; Conair vacuum tank, bump tube puller, drying and locating equipment; and Zumbach OD/ID wall measuring and control equipment.

For more information or to schedule a lab trial, contact Wendell Whipple at wwhipple@davis-standard.com. ■

Davis-Standard®

1 Extrusion Drive
Pawcatuck, CT 06379 U.S.A.
www.davis-standard.com
email: info@davis-standard.com

Telephone: +860-599-1010
Fax: +860-599-6258

24/7 Support

Extrusion Systems:
+800-480-8105

Converting Systems:
+800-338-3660

Europe:
+49 173-710-6407

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understanding of our technical needs and the innovative approach we use to support the international agricultural and horticultural film industry," he said. "We needed an experienced supplier that supplies equipment capable of producing film of the highest quality and with excellent outputs while allowing us processing flexibility on the varied structures and polymers needed for the films we supply customers. This equipment has the special features and production versatility to satisfy those needs."

Andy Barnes, European Sales Manager

of Blown Film for the Converting Systems Group, added, "Today, customers seek proven solutions, processing flexibility and support for the life of the machine. We have focused on these areas and have gained expertise due to many recent, successful installations. We appreciate this opportunity and look forward to supporting Verim Plastik's global leadership in this market sector."

For more information about Verim, visit www.verimplastik.com.tr. For more information about Davis-Standard's blown film technology, contact Rick Keller at kellerr@bc-egan.com. ■