



Highlights of 2010 Corporate Alignment Meeting

Lillian Ko, Management Analysis Manager

Robert Wang, Assistant Vice President & Treasurer

The 2010 Inteplast Corporate Alignment meeting was held on February 12th. Bringing together management at NJ headquarters and the entire Lolita management team, by means of teleconferencing, this meeting is the largest annual conference within Inteplast Group.

As in previous years, **Dr. John Young**, President of Inteplast Group, opened the presentations with welcoming remarks and his view of Inteplast currently. According to Dr. Young, despite the recession of the last two years, Inteplast did well in 2009. He noted the IBS Division achieved record financial performance. Areas that did exceptionally well were BOPP, Profile, Grocery and Retail, Jan-San (TCL), Produce Bags/Industrial Film, and Food Services. Dr. Young also emphasized the company's healthy cash flow position. He attributed Inteplast's success to the collective efforts of everyone, especially in the areas of cost containment, waste reduction, and inventory control. He further emphasized the need to continue with cost saving efforts this year. "After all," Dr. Young said, "together, we are responsible for close to 2,000 families, and our well-being as a group impacts directly the well-being of all these families!"

Dr. Young celebrated the special achievements made in 2009. He cited Inteplast's ranking by Plastic News, for the 4th consecutive year, as one of the Top 10 North American Film & Sheet Manufacturers. He praised **Andy Lu** and his Produce Bag staff for creating a complete portfolio of bags that will allow IBS to lead the marketplace both in capacity and in bag diversity. Working with General Manager, **Tony Myers**, to create a one-stop supplies program, Lu and his staff created a lean organization, ensuring sustainable profitability. Special mention was also made of the efforts in World-Pak with the TUF board® line of products. Dr. Young praised the efforts of the Marketing Committee and Texas Administration for enhancement to the corporate image through aggressive branding, improvements with presentation materials, and efforts with public relations. Inteplast's North Dighton plant was highlighted by Dr. Young for achieving success through a change of existing business practices. He further used the North Dighton and Produce Bag as examples to remind all managers that, collectively, we have the moral obligation and the burden of responsibility to ensure that we take good care not only of the customers but also of our own employees.

After emphasizing the many production and sales benchmarks achieved in 2009, Dr. Young turned his attention to safety. Recordable injuries were at all time lows in 2008 and 2009 and the results are remarkable compared to industry peers. Dr. Young also cited Profile's personnel turnover as the lowest on the plant site in 2009. Dr. Young commended **Phillip Wu** and the entire Profile staff.

Next, **Homer Hsieh**, AmTopp President, made special mention of how low energy costs, inventory control and production and packaging improvements were the main contributors to success in

2009. In 2010, AmTopp will focus on a series of new products and enhancements of customer service through improved business communication. For BOPP, **Ting Chan** emphasized stable pricing discipline and optimal utilization of product mixes as the underlying reasons for his unit's success in 2009. BOPP Business Development Director, **Chris Watts**, outlined a program to achieve sustainability for the future, with developments in down gauged and biodegradable films. For Stretch Wrap Film, **Patrick McCormick** pointed out that we have done well with our portfolio of unique films, like the LoadStar series. On the business development side, **Scott Stevens** outlined efforts to finalize a complete portfolio of stretch wrap, including pre-stretch films that in his view will equal or exceed the best films currently found in the marketplace. For Concentrates, **Gary Laughlin** talked of the renewed emphasis on the development of new niche applications and a wider customer base.

Joe Chen, IBS President explained the robust performance of this division. He attributed the success to a strong sales force, sound sales programs, cost containment and service flexibility. Global manufacturing added capabilities for bundling of products. For Jan/San, **Ronnie Chang** stated IBS can liners are ranked #1 among all the HDPE trash bags suppliers in North America. To penetrate further into the market, Jan/San will continue to focus on regions with less than optimal sales, to diversify its offerings, and develop new business segments. **Paul Ulrich**, of Food Services, shared his success with some key accounts in 2009, including new customers in the healthcare segment. He attributes the accomplishments to the work of his sales force as well as the increasing company visibility and branding. For Retail/Grocery, **Tony Myers** shared his pride with securing business from the three largest retailers in the U.S.—Wal-Mart, Target, and Kohls—all in one year. He attributes this success to developing long term and dependable relationships. The produce bag program, Fresh-4-You and side print produce bags will be the sales priority in 2010. To support his belief that our bags rank among the best in the marketplace, IBS Technical Manager, **Dr. Henry Lin** shared comparisons of specifications and quality standards from samples obtained from major competitors.

Continued on page 2

INSIDE THIS ISSUE:

Inteplast Supports Earthquake Relief	2
Material Savings/Inventory Reduction	3
Improvement Projects	4/5
BOPP Supply Chain Sustainability	6
Dr. Young's Research	6
Getting in front of the Customer	7
Annual Marketing Mailing Distributed	7
Farewell Carl Grove	7
AmTopp - the Film of Choice	8

In the Wake of Disaster, Inteplast Group Supports Earthquake Relief Efforts

The January earthquake in Port-Au-Prince, Haiti, and the February earthquake in Chile inspired people and organizations around the world to support relief efforts in these nations. Inteplast Group, in coordination with the TZU CHI Foundation of Taiwan and the United Nations, provided nearly 50,000 tarps to act as temporary tent housing for earthquake victims and relief stations in the stricken countries, and over 48,000 pairs of gloves for those helping the victims.

Within 5 days, Inteplast's XF Film plant in Lolita, Texas produced, printed, cut, folded, packaged and shipped TZU CHI's initial order of 10,000 tarps for Haiti. Over 60 employees were involved in this massive effort. The lightweight, sturdy XF film tarps provided much-needed shelter to earthquake victims and relief workers,



XF employees celebrate their accomplishment. They themselves come from many corners of the world and felt a special kinship with the victims of the Haitian earthquake.



Haiti victim welcomes aid with a smile.

and their success was noticed by the United Nations.

Inteplast Group worked with the UN and TZU CHI to provide a second order of 29,000 tarps for the Haiti earthquake relief. Through excellent management and the cooperation of employees, this larger order was able to be produced and shipped within the same 5-day time period. In March, Inteplast Group and TZU CHI again collaborated to provide 10,000 additional tarps to earthquake victims in Chile.

"All of us here have a great sense of pride and accomplishment in our ability to provide help," said **Tom Hsiao**, XF Film Plant Manager. "It gives us a sense of confidence, knowing that we produce quality products that can help people and solve problems around the world."

Contributing to this article:

Vinod Ghumwala, Product Development Manager - IBS Division

Tom Hsiao, XF Plant Manager, World-Pak Division

Corporate Alignment continued from page 1

Y.L. Chang, President of World-Pak, provided an overview of the housing and construction market decline and the negative impact on World-Pak's sales performance in 2009. Moving forward, he expressed confidence in the recovery of this sector and in the prospects of a portfolio of new products under development. **Jackson Chen** of PVC projected 2010 as a turnaround year in terms of housing and construction applications now that the entire series of TUF board® products are in production. Profile's **Andy Chen** highlighted his emphasis on working with customers as partners and on the innovative creation of applications for the thicker boards - only World-Pak manufactures. XF Film's progress in various market applications, including lumber wrap, heavy bags, film laminations, vapor barrier, and water proofing was reviewed by **Jamie Wu**. He introduced **Fowler Low**, National Sales Manager for Barrier-Bac®.

Joseph Wang, Vice President of Administration, highlighted the achievement in 2009 of several major cost improvement goals, including freight cost reductions. He emphasized the need for help from all business units in order to further consolidate shipments and maximize rail usage.

Bob Coen, Lolita Site Manager, gave an overview of site administration

improvements in the areas of personnel turn-over, safety, costs improvements, and environmental waste compliances. On behalf of Credit/Management Improvement, **Robert Wang** spoke of the need to continue to improve our collections performance and outlined an action plan to achieve 96% compliance. He provided a summary of the operations improvement initiative award program.

From all indications and compared with 2009 the coming year contains greater challenges remarked Dr. Young in closing. He requested everyone continue with cost containment efforts and challenged all business units to develop a more comprehensive portfolio of product offerings to make Inteplast a truly one-stop supplier. "Remember the customers' needs are our first and foremost priority," were his final words of the day.

2009 Material Savings and Inventory Reduction Outcome

In order to weather the economic downturn that began in late 2008, **Dr. John Young**, Group President, initiated the Material Savings project. He targeted \$10mm in savings for chemical additives, packaging, spare parts, general materials, and an inventory control project for all divisions. With a range of 30,000 material items, purchase and inventory amounts were as high as \$30 million, and the transactions involve many parties. **Robert Wang** and **Lillian Ko** of the Management Improvement Department were given the task of coordinating Corporate Purchasing, division and plant staff, Administration, and Accounting to work as a team to accomplish the project goals.

Two methods were employed to achieve this goal - system review and management flexibility.

To understand better the system review, one must first recognize how the system operates. SSA refers to store stock application. Each SSA has a SSA number assigned by the Material Control System. The item has a Re-Order Point (ROP) and Economic Order Quantity (EOQ). The ROP is the point at which the system generates a Purchase Requisition (PR) and it, along with EOQ determine the quantity ordered. When the PR reaches the purchasing department, a formal Purchase Order (PO) is released to the vendor and the PO becomes the binding contract for the purchase. Given the highly automated nature of Inteplast's operations, many PRs and POs are generated automatically due to the safety margins needed to prevent stock out.

For the system review, all of the inventory control parameters of SSA materials were reviewed and set at a more conservative level. This was achieved by lowering the ROP and EOQ. Other tactics included deferring the PR release or completely refraining from generating it altogether. These actions were complemented with reviewing all POs generated automatically as an additional control step. Since this could result in stock-outs that may impact plant operations, there was the need for a consensus involving both plant and division personnel.

Through this basic data review exercise, many slow-moving materials were reported to related departments for further action or switched to other plants. **Thomas Rung** from Stretch Film and **Tony Larson** and **Tony Lin** from IBS alerted their respective Marketing Departments that there were many idle and slow-moving packaging materials. Immediate actions were taken by those responsible for Material Control Departments, such as **M.H. Wang** from AmTopp, **Kenny Shen** from World-Pak, and **Gary Short** from IBS. For spare parts, at least \$1.4mm dollars of PRs and/or POs were cancelled. The PO amount was reduced by \$2.2mm in 2009, which was a 21% reduction from the PO amount generated in 2008.

With regard to management flexibility, focus was placed on price negotiation and PO placement during periods of price fluctuations. In order to reduce operation costs, related departments acted in unison to secure the most economically advantageous costs by establishing new supply sources and by negotiating with vendors to reduce their prices. Besides the efforts of NJ Purchasing to reduce costs, many improvements can be attributed to the efforts of **Dan Martino**, **Ronnie Strelczyk**, and **Suzanne Matak** of Texas Administration. Spare parts were switched from European vendors to domestic suppliers through the efforts of **Wang** from AmTopp and **Short** from IBS.



*Pictured above are those from the Lolita plant site that were directly involved in the Material Savings/Inventory Reduction project. Front row (L-R): **Helen Huang**/XF, **Eva Herrera**/PVC-Sheet, and **Suzanne Matak**/Purchasing. 2nd row: **Tom Hsiao**/XF, **Clifford Shroyer**/PVC-Sheet, **Tony Larson**/IBS, and **Ronnie Strelczyk**/Material Control. 3rd row: **John Melton**/BOPP, **Dan Martino**/Administration, **M.H. Wang** and **Johnny Coleman**/BOPP, **Tony Lin** and **Gary Short**/IBS.*

Thanks to the efforts of **Johnny Coleman** and **John Melton**, BOPP saved at least \$140k dollars by using recycled packaging materials.

Each plant has its own unique packaging characteristics. However, by switching materials from a plant having idled or over-stocked material to another potential user, or by merging similar sizes and packaging styles into equivalent material classifications, the number of stock items was reduced. For instance, XF used IBS idle paper cores for its small roll products. Through the efforts of **Kevin Liao** from the AmTopp Division Office, BOPP merged similar size packaging codes in order to reduce the variety of packaging materials. XF Plant Manager, **Tom Hsiao**, took the step of freezing packaging materials and spare parts until it became evident that there was no substitute available.

One of the biggest savings came from the development of alternative sources. All plants took a proactive approach in testing new vendors and replacement materials. The total savings from this initiative alone were nearly \$1million dollars. In some cases, existing vendors even dropped their prices immediately upon learning the efforts put in place, especially from **Hong Ping Zhang** and **Brian Wang** from Concentrates, **Helen Huang** from XF, and **Clifford Shroyer**, **Johnny Lin**, and **Kevin Sung** from PVC Sheet.

For the material savings project, a total saving of \$7.2million was realized in 2009. The inventory control project, realized a reduction of \$2.2million, for a total of \$9.9 million in material related savings in 2009. This was close to Dr. Young's initial target of \$10 million. On several occasions in TX and NJ, Dr. Young expressed his appreciation for the joint effort of all the participants, each of whom played a critical role in this effort to incur in material savings. Moving forward, Dr. Young encouraged

everyone to continue these projects throughout 2010. According to Dr. Young, "more than just incurring savings in these unprecedented recessionary times, the bigger benefits of this improvement project has been the identification and the curtailing of wastes and inefficiencies throughout our system."

Lillian Ko, Management Analysis Manager
Robert Wang, Assistant Vice President & Treasurer



A portion of the team checked out the rows of shelves left empty by the success of the project.



2009

AmTopp Division

Special Design Equipment for Disassembling Lockup Extruder Screw
Mike Graham, Yu Dar Chai, & William Bradbury
 Presented with the Presidential Improvement Award from Dr. John Young

World-Pak Division

Build New Pleating Process Design with Idle Machinery
Daniel Montgomery, Luiz Franzosi, JW Chen & Andy Yang (not pictured)
 Presented with the Presidential Improvement Award from Dr. John Young

Improvement Projects

Reap Substantial Payoffs

2009 Division Improvement Awards

AmTopp Division

Formulation Cost Reduction with Cost-effective 2nd Source Materials Hongping Zhang, Allen Morrison, Rong Cheng, & Brian Wang

IBS Division

Install Dual Draw Tape Center Drive to Improve Yield & Uptime Guy Hilgart, Anh Nguyen, Gabriel Gatica, & Peter Zamarripa

Side/Q-Fold (low profile) Roll Bag Development Michael Samudio, Patrick Loudermilk, Miles Michalec, Andy Lu, Adam Tang, & Frank Palacios

World-Pak Division

Stronger Winder Chucks for Slitter - HA12 Jorge Perales, & Linda Copeland

Build 2nd M-fold Line at Low Cost Wen-Kai Jiang

Improve PRS Hydraulic System - Stretch Lamination Section Albert Samora, & Gilbert Soto

Solving FPC Tubing Ink Problem Tom Krier



IBS Division

Manpower Reduction via Combining CMA and Shipping with Time Study
Tony Lin, Kiz Cox, & James Edwards
 Presented with the Presidential Improvement Award from Dr. John Young

2009 Texas Administration Awards

BCBS Claim Recovery & Fee Review Jeni Butler, Alisha Koehl, & Brenda Wilson

Cash Discounts Negotiated Robert Coen

Reduce Commodities, Packaging Supplies and Spare Parts Inventory Dan Martino, Ronnie Strelczyk, MH Wang, Kenny Shen, Gary Short, Tony Larson, & Plant/Division Coordinators

BOPP Gets a Jump on Supply Chain Sustainability Standards

As a packaging manufacturer, BOPP has the responsibility to tackle sustainability issues. In the last few years, consumer attention has been increasingly focused on a company's performance on sustainability. Giant retailers have made defensive moves by aggressively pressuring their supply chain to respond to their own sustainability agenda. Retailers such as Wal-Mart, the largest retailer in United States, have set a goal of reducing 90% of greenhouse gas (GHG) emissions in their supply chain by 2015. This pressure will only grow more intense, as more companies begin to look further down the supply chain, to items such as packaging materials. They will challenge packaging suppliers like BOPP to improve and adapt to new standards or else risk losing the business. BOPP understands this from a market perspective, but also the BOPP green agenda assures our stakeholders that AmTopp's BOPP is motivated to do the right and ethical thing.

Under the leadership of Plant Manager, **Jame Wong**, and AmTopp Maintenance Director, **James Deng**, BOPP established the Energy Saving Program to promote reduction of energy usage. The goal was to encourage each section, department and individual to voluntarily reduce energy consumption and create momentum to establish energy efficient practices throughout the plant.

One of the major accomplishments achieved was to reduce the electricity consumption of water chillers through the investment in two new high efficiency chillers. The amount of energy reduction and maintenance saving from the chillers results in an anticipated payback in 1.5 years. On top of the enhanced



Rick Borden, Ben Gonzales, Wan Rock Lee, and William Bradbury proudly show off the automated water controller system.

chillers efficiency, BOPP maintenance is continuously monitoring the status of the chillers through a special palm program. It is a diagnostic instrument to detect early abnormal conditions and manage the central chiller condition setting to optimize performance. All these steps will continue to reduce energy consumption.

Water conservation is another part of BOPP's sustainability program. BOPP recognizes the need to conserve a limited resource – clean pure water. In 2008, BOPP installed a water controller system to replace what had been a completely manual system. The controller manages the release, or bleed-off, and input, or make-up, water to the cooling tower. By monitoring electronically a level set at the high end of the manufacturer's recommendation of total dissolved salts (TDS) in the water, less water is used. This happens as a result of shorter bleed-off duration. In 2009, BOPP reduced 5 million gallons of makeup water from the cooling tower as compared to the previous year. The plant replaced the use of a heavy metal corrosion inhibitor to treat the water. This eliminates a potential pollutant. Apart from these major projects, small to medium projects were implemented such as air leak checks, improved lighting fixtures, ballasts and sensors. Establishing predictive maintenance

programs to keep all machines and systems in top condition results in savings of materials, energy and water.

BOPP in the future will continue to pursue similar strategies. Additional potential projects include installing filters to reuse waste water and implement 100% waste film reclamation. Through resourcefulness and proper prioritizing, BOPP expects to reach these goals and others not yet realized to grow the business while reducing its environmental footprint.

Wan Rock Lee
Mechanical Engineer, AmTopp

Dr. Young's Research Again in World Wide Publication

January 2010 again saw the publication of **Dr. John Young** and Jan Martel's research into nanobacteria. (See previous issue of Inteplast news, August 2008). This article titled "*The Rise and Fall of Nanobacteria*" was published in Scientific American. Scientific American is the world's oldest and premier magazine of scientific discovery and technological innovation for the general public. It boasts a circulation of nearly 2 million worldwide, it is published in some 20 languages, and it counts many Nobel laureates among its contributors. This is Dr. Young's third article over a span of 22 years, each describing his accomplishments in a different field, a feat that is considered unprecedented in the 165 year history of the magazine. While featured on the cover of all the various editions of this magazine, including the U.S. edition, it was the highlighted article of the publication in Taiwan, China and Dr. Young's beloved Brazil (where he was brought up), being accompanied in each case by an extensive interview and biographical description of Dr. Young's past scientific and educational accomplishments. The attention from this article has resulted in Dr. Young being sought after worldwide for interviews and comments.

The research demonstrated that these nanoparticles, once called nanobacteria and thought to be alive, are in fact non living organisms but

they are certainly ubiquitous in nature. They are formed through the interaction of organic and inorganic interphases that in turn grow in size until they coalesce to form complex structures like films and aggregates. The results shed light not only on biogenesis—which studies how life was originated on earth—but also on how these nanoparticles interact to form disease processes like atherosclerosis, aging, degenerative calcifications, and stone formation, among others. The research goes on to demonstrate a profound need for further study into the impact on human health and our environment – both positive and negative. Citing Dr. Young's article an accompanying editorial addressed the need for global policy makers to approach cautiously the engineering of nanoparticles.

While busy with Inteplast matters, Dr. Young supervised this research in his role as Chairman of the Board of Trustees of Chang Gung University and Mingchi University of Technology in Taiwan, and head of the CGU Laboratory of Nanomaterials. He is also the former head of the Laboratory of Molecular Immunology and Cell Biology at Rockefeller University, where he remains an adjunct professor. Martel, originally from Sherbrooke, Canada, is pursuing doctoral studies at CGU under Dr. Young's supervision.

When asked why he became involved in this research, Dr. Young had this to say, "I never thought of returning to research after all these years away from the lab and academics. I was more interested in the nanobacteria story from the perspective of its wild promises. These are supposedly the smallest living organisms known to man and they are also supposedly involved in so many diseases. Googling the word 'nanobacteria' and one will get hundreds of thousands of hits. I never thought of disproving it in the first place. It actually took the persistence of a young Canadian student (Jan)—writing me dozens of emails from Canada—for me to succumb to the notion of supervising laboratory research while busy with Inteplast and so many other matters that require my immediate attention. In many ways, I must give him the full credit for nudging me out of my comfort zone and to re-engage once again with science. I must however say that this time around, with no pressure of any sorts, it was sheer fun to unfold the nanoparticle story. There is however no doubt in my mind that the biology of nanoparticles will become one of the largest fields in the future."

Brenda Wilson
Human Resources Manager

Getting in Front of the Customer

Bill Sweaney joined the IBS Division of Inteplast Group a little over two years ago with more than 20 years of marketing and sales management experience. Sweaney was brought to IBS by **Joe Chen**, Division President, as Director of Business Development, a newly created position. In this role his assignment is to build business for IBS products. Once the business relationships are developed Sweaney and his team interface with existing IBS business units and are not involved in the day to day managing and servicing of the relationships.



Bill Sweaney, Director of Business Development, IBS.

Sweaney described his job as “getting in front of the customer, obtain the opportunity to quote on their business and then winning the business”. The first step of getting in front of the customer proved challenging for Sweaney and his team of **John Marbach, Richard Ryan and Scot Clark**. Marbach is the Business Development Manager and Ryan and Clark are National Account Managers. After attempts to reach customers and not getting phone calls or emails returned, his team decided they needed to change their approach. Sweaney speculates the Inteplast – IBS name was “just not that well known” to the national accounts they were contacting.

The group gathered in Clark’s kitchen and began a brainstorming session – how do we get the attention of a busy customer. They papered the walls with ideas. They pared down the ideas and settled upon the direct mail approach that was to prove very successful. Sweaney laughs when he recalls his team did not select any of his ideas! The group launched a direct mail campaign in 3 parts with the purpose of getting the IBS name and capabilities in front of potential national customers. Compared with previous methods, the clever mailings designed by the team were an overwhelming success. So successful was the campaign, that a second wave is now underway. “ He does assert that he “cannot take all of the credit as my team and I came up with the ideas together. Therefore, my team members deserve a lot of the credit as they had great ideas, and more importantly, they have done a great job of executing the strategy that we agreed upon.”

Once the team establishes contact they are then able to discuss all that IBS has to offer in terms of product variety and quality. Moving established relationships from an existing customer to IBS is tough work. After contact is established the goal then becomes one of having the chance to propose a quote for the business. Sweaney believes that “IBS quality at a competitive price will win the business over time”. He and his team are enthusiastic about the future and are looking to “land the big ones.”

Division President, Chen, expressed his confidence in Sweaney and his team when he said “the results of the direct marketing campaign to national accounts shows that creative thinking and persistence are keys to obtaining new business”.

Brenda Wilson
Human Resources Manager

Annual Marketing Mailing Has Been Distributed



The 2010 Annual Sales Marketing mailing packet was distributed in March. By now all sales and marketing personnel, outside sales representatives, and plant managers, should have received their copy and have had a chance to look through the material.

The cover letter by **Dr. John Young** and the materials inside contain his thoughts on the current state of affairs within Inteplast. In order to best represent our company, it is essential for employees of Inteplast to be aware of all of our many product offerings. While not every piece of literature can be included, the annual mailing gives the New Jersey Headquarters (NJHQ) Marketing Committee an outlet for highlighting the most important accomplishments throughout the past year.

Inside you will find new Inteplast picture brochures, magazine article reprints, product flyers, and our new corporate DVD. Extra copies of anything included in the folder can be made available upon request. NJHQ Marketing Committee also urges you to send suggestions for improvements on future mailings. You can filter comments through **Valerie Kaiser** at amtopp@inteplast.com. All feedback is appreciated.

Valerie Kaiser
AmTopp Division Office

Farewell Carl Grove

AmTopp’s Stretch-Wrap Film Department said good-bye to its National Sales Manager, **Carl Grove**, after his recent retirement. Carl’s 13 year career with AmTopp began in 1996.

His leadership helped bring the stretch-wrap film division from a minor player to one of the top competitors in the industry. Division President, **Homer Hsieh**, hosted a dinner in March, honoring Grove’s achievements. We all wish Carl a long and healthy retirement. Congratulations!!!



Carl Grove and Homer Hsieh

Jennifer DiCarlo & Cynthia Mickle
Stretch-Wrap Film Department

Inteplast News

AmTopp • IBS • World-Pak
www.inteplast.com

Corporate Address:
9 Peach Tree Hill Road
Livingston, New Jersey
07039

Plant Locations:
101 Inteplast Blvd.
Lolita, Texas 77971

North Dighton, Massachusetts
Delta, British Columbia, Canada
Saint John, New Brunswick, Canada

Editor: Alisha Koehl

Graphic Artist: Craig Jones

Photographers: Mfx, Tim Liu,
Zac Chen, Brenda Wilson, Dan
Martino, Alisha Koehl, Jean
Waricka

Contributing Writers: Lillian
Ko, Robert Wang, Vinod
Ghumwala, Tom Hsiao, Wan
Rock Lee, Brenda Wilson, Valerie
Kaiser, Jennifer DiCarlo, Cynthia
Mickle, William Philhower

AmTopp - the Film of Choice for Nestlé

AmTopp BOPP has been a key supplier for Nestlé frozen food items virtually since the opening of the Lolita plant site - and our dedication has paid off with film selection for an increasing number of Nestlé plants and products. The packaging success with film AA25 at the original Mount Sterling, KY plant for "Hot Pockets" involved all levels of AmTopp Lolita plant production, scheduling and Business Development & Product Technology (BD&PT) support, along with NJ customer service and marketing. Other film suppliers tried to take away the Nestlé volume by underpricing their films, but the Nestlé plant personnel and packaging engineering overruled the corporate purchasing decision. More than a decade of proven dependable machineability and attentive customer service is more important to the Nestlé plant and engineering folks than any minor pricing considerations.

In recent years, the "Hot Pockets" success story has made AmTopp the film of choice for Nestlé's new plant openings in Springville, UT (Stouffers French bread pizza), Jonesboro, AR (Stouffer's pannini sandwich) and pending Columbus, OH co packer (Khaki Foods). TX BD&PT and NJ Marketing have given on-site technical support for the new plant openings, and have worked in partnership with Nestlé's chosen packaging wrapper vendors both at their site and at the Nestlé plants to ensure smooth plant startups.



Operator, **Diane Gowetski** and AmTopp scheduling's, **Mary Morris**, putting the final check on film bound for one of several U.S. Nestlé plants.

William Philhower
AmTopp Product Manager



INTEPLAST GROUP

AmTopp • IBS • World-Pak
101 Inteplast Blvd., P.O. Box 405
Lolita, TX 77971

World of Plastics