INTEPLAST NEWS
AMTOPP • IBS • WORLD–PAK
AUGUST 2010 VOLUME 7, NO. 2

IBS is All Over Your Supermarket!

Tony Myers, IBS Retail/Grocery Unit Director

When you think of Inteplast, IBS or the Grocery/Retail business, you normally think of the state-of-the-art, world class plant in Lolita, Texas, one of the largest manufacturing sites in the world. Inteplast, and its Grocery/Retail business, is much more of a global supplier to supermarkets and retail chains, making and delivering a broad range of products from multiple plants and countries throughout the globe - not just Texas.

Take the average supermarket in the United States, which offers a significant opportunity for Inteplast in terms of number of products and volume. Walk into the supermarket and the first thing encountered might be the front end bags or ***T-shirt bags***. They are mostly seen at checkout counters and have high visibility. As you walk to the Produce section of the supermarket, you will find ***Produce bags***, made both in Texas and in Asia, depending on the style. The IBS lines of ***Side Print roll bags*** and ***Fresh 4 You low profile bags*** are the broadest in the industry. After Produce, you can walk to the Deli section and find ***deli bags***, ***scale sheets***, ***PVC films, deli sheets*** and ***meat films***, along with ***plastic*** and ***vinyl gloves***. These are items you may not always associate with Inteplast. Continuing to the shelves of the store aisles, you might find ***retail can liners*** or ***food bags*** packaged for resale to the consumer. In the candy section Inteplast has a complete range of ***food bags*** for purchasing bulk candies. At the flower counter you might see ***plastic PolyPro sheeting,*** and at a nearby stand, ***umbrella bags***. As you leave the store, don't forget your 5lb and 10lb ***plastic ice bags*** for the summer season.

*FoodTown customer purchasing a box of Reddi Bags, as IBS' **Mark Gould**, helps bag the groceries.*

Behind the scenes in the packing and baking sections of the supermarket, you will find bread being packaged in Inteplast ***bread bags***. ***Bun rack covers*** cover the fresh baked cakes, pies and donuts on the sheet pans coming out of the oven. To round out our supermarket tour, let's not forget all the ***can liners*** used in trash cans throughout and in the back of the store. Finally, there is ***stretch film***, that we get from our friends at Amtopp. Supermarkets use large amounts of stretch wrap. At IBS, we have the established customer relationships to build on this product. IBS also distributes ***non-woven*** and ***reusable bags*** brought in from Asia for customers who prefer these types of bags. Add in ***bin covers***, ***grape bags***, ***banana bags*** and a few other items and you might gain a better picture of our full impact on supermarkets and why IBS is the best choice in the market. These are items that IBS delivers to supermarkets every day, from domestic and foreign manufacturing sites. No other plastic manufacturer can put so many different products on one truck with one delivery. Many of these products are warehoused from around the world at Inteplast plants in Texas and Massachusetts for distribution.

***Erick Worsdorfer** of IBS, trying his hand at using a bun rack cover in FoodTown's bakery section.*

IBS is aware of its environmental footprint. All of the products are recyclable, and have the capability to be manufactured as both oxo-degradable and compostable bags for customers sensitive to the environmental impact of their purchases. The next time you make a trip to your local supermarket, take a look around at all the ways IBS impacts our lives through your store. IBS provides the packaging that keeps food fresh and the ability to transport these items from the store to home or business, safely and cleanly. IBS is the only one stop supplier in the bag business today, reaching beyond the standard T-shirt bags, to areas and categories of food packaging that far exceed our competitors.

The same holds true for its retail accounts, like Saks, Macy's, Men's Warehouse, OfficeMax, Charming Shopps and others. In addition to the many items sourced globally to complete the full bundle of products for the supermarket, much the same is done for the retail side of business. In addition to the front end bags, IBS also supplies bags from Asia and the two Canadian plants in Delta and Saint John, Canada. Many of those products are ***low density merchandise bags*** like you find at Old Navy, Gap, JC Penney, Lane Bryant, Ross, Kohls and other retailers. They focus on low density as compared to the high density bags manufactured in Lolita. Because image is so important to many retailers, they like the soft feel of the low density (LLDPE) product. ***Garment bags*** are made both in Lolita and overseas depending on the detail of the product. Patch Handle, Thick/Thin, WaveTop and other types of bag designs are desireable to customers. The design, size, style and specs for retail bags vary broadly from T-shirt bags. Inteplast (IBS) maintains plants, partners and operations from around the world to meet all potential customer needs. The IBS Art & Plate department is one of the finest in the industry developing designs, styles and logo's for many customers.

Inteplast (IBS) one stop shopping is available to all customers - making their buying decisions easy, combining multiple items they need on the same truck, keeping their inventory low, their service levels high, and offering them the opportunity to go from 5 or 6 suppliers to one. IBS is a World of Bags. Making products domestically and globally adds to and compliments the product line-up and gives customers the most advanced and broadest array of products available in the market. The next time you go shopping, think Inteplast.

INSIDE THIS ISSUE:

What Happens to the Water Used by the Texas Plant Site?

Water is one of those things we all take for granted. But as we learned in the last issue of Inteplast News, with BOPP's excellent stewardship of water, it is not something taken for granted at the Lolita site.

The Texas site gets its water from the Lavaca-Navidad River Authority and discharges it back into the Lavaca River Tidal Basin. In order to make this discharge a permit must be obtained under the National Pollutant Discharge Elimination System (NPDES). NPDES is actually mandated by The Clean Water Act of 1972 with enforcement authority delegated by the federal government to the State of Texas. The state agency known as the Texas Commission on Environmental Quality, or TCEQ, approves the application submitted and enforces the laws through site audits ensuring the safety of the discharged water.

This permitting process is every five years and according to Site Manager, **Bob Coen**, "this is a huge undertaking". With the help of outside consultants and representatives from each building, masses of data are compiled into the application. Coen says the application process must begin six months prior to expiration. The result is a 3 inch binder crammed full of pertinent data.

Essentially the application contains results of analysis of the water discharged from the site, whether surface or process, and its impact on adjacent and regional landowners and population. The water is discharged through a 12 inch pipeline going from the site to the Lavaca River. Pictures are made of the discharge pipe to verify it is clear of obstructions and clean. The water is analyzed to verify that it is free of pollutants or contaminants. If over time Inteplast makes changes to its processes or landscape that change the outflow in any manner, the application must be amended – which is also a large undertaking.

Coen concluded by saying since "we live and work in the area Inteplast has a vested interest in seeing that the 100,000-plus gallons discharged daily are safe, clear and clean".

Joseph Wang
Vice President of Administration

TUF board® - A Modern Online Marketing Platform

TUFboard.net, the website for TUF board® building products, was recently updated. It is the online face of TUF board®, which is the core business of World-Pak's PVC Sheet & Board Unit – this makes it the face of Inteplast Group in the composite wood industry. TUF board® trim, deck, siding, moulding and rail are among the products featured on the website.

TUFboard.net is crucial to World-Pak's business, and may be where a customer gets their first impression of the building products. **Jackson Chen**, General Manager of the PVC Sheet & Board Unit, saw website updating as a way to reinvigorate TUF board®'s marketing campaign and brand recognition

As a Graphic Designer and member of the Inteplast Marketing Committee, I took the initiative of overseeing the project. Goals were set of comparable and practical, staying within time and budget constraints, be visually clean and appealing, optimize the user experience, retain web standard compatibility and allow ease of loading performance and routine maintenance.

Knowing the specifications, but lacking in-house website coding experience, a team of professionals was recruited. Dear Studio proved knowledgeable in coding and web design, and was able to assist World-Pak in developing a modern SEO website. SEO is a general term used to cover many aspects of how a modern website is built. In effect, for TUFboard.net, the aforementioned goals are the nuts and bolts of the SEO concept. The PVC Sheet & Board Unit learned all about creating web-optimized content through deployment of Content Management Systems (CMS), keywords, HTML pages, URL addresses, page titles, and meta and img tag attributes – terms commonly used among web page designers.

The updated site went live June 2nd. It has a clean, classic and refreshing look and functions in accordance with the new TUF board® marketing campaign. Routine maintenance and updates to the site are now quick and easy to make. Additionally, the new TUFboard.net uses the technology of Google Analytics to track visitor activity on the site. The Sheet & Board Unit can track and analyze information including: what keywords were used to reach the site, how they got there, geographic location, and which pages received the most hits.

TUFboard.net is also now indexed with search engines, allowing people to easily find TUF board® products. It was designed with the customers' needs in mind and serves as a platform to communicate World-Pak's mission, history and goals. Visitors to the site will find the full line of TUF board® products, their installation guidelines and answers to frequently asked questions. By entering a zip code, one can even find nearby locations that carry TUF board® products. Besides general users, TUFboard.net also serves architects, and interior designers. Once on the site, they will find that TUF board® deck is Class A fire spread code rated, TUF moulding provides versatile styles, and TUF trim offers unmatched selections. They will be amazed by the innovation, the products' superiority and beauty. For people who are keen on environmental solutions, they can even find all the benefits of using PVC products, and the Group's continued commitment to sustainability.

The website modification is an encouraging start to a multi-pronged marketing campaign to gain market share. PVC Sheet & Board will not only serve but attract customers and clients with the informative and interactive TUFboard.net.

Chih-Hua Yeh
Graphic Designer, World-Pak

IBS Further Strengthens Product Offerings

Sample of Speci-Gard® Specimen Transport Bags now offered through Inteplast's IBS Division.

On May 3, 2010, Integrated Bagging Systems (IBS) announced the purchase of Medical Packaging Division from Uniflex Holdings, part of S. Walter Packaging Corp. Medical Packaging Division includes specimen transfer bags, stat bags, personal belongings bags and other medical packaging products. The acquisition is a valued addition to the Inteplast product portfolio, as it brings the Speci-Gard® brand name, sales and a new customer base into the IBS fold.

Originally formed in the early 1960s, Medical Packaging Division has built a solid reputation in the healthcare industry. The Speci-Gard® name is a well respected brand in the medical community and possesses a leading share position within the adhesive closure specimen transfer bag market.

Medical Packaging Division is a beneficial addition to IBS's already-strong healthcare plastics and packaging initiatives. With the addition of these products, IBS can now focus on both segments of the health care market, group purchasing organizations (GPOs), as well as the med-surge distributors.

For IBS, this move allows the Company to gain access to new customers in the med-surge distribution arena. It also affords IBS the opportunity to leverage and strengthen existing offerings and product presence in current GPO customers. This new division provides a value-added product line for the IBS portfolio and enhances the appeal of the overall product bundle with both healthcare distributors and providers.

***Kevin Grobe**, National Sales Manager, Healthcare Products Group of the Foodservice Business Unit of IBS.*

The acquisition also opens up the potential for IBS to utilize its global supply chain sourcing expertise to become a more significant force in the zipper closure specimen transfer bag market segment; a current void in Medical Packaging Division's product offering.

As part of the acquisition, **Kevin Grobe** has joined the Inteplast Team as National Sales Manager for the Healthcare Products Group of the Foodservice Business Unit of IBS. Kevin has worked in the medical industry for several years as both a distributor sales representative and marketing manager for Cardinal Health. Most recently, he had responsibility for the medical product line at Uniflex. Kevin's experience with med-surge distributors, as well as his expertise with the product line will significantly benefit the Company's sales efforts.

The transition of the Uniflex Medical Packaging Division to Inteplast Group, IBS was finalized on July 6, 2010, when the Company assumed total responsibility for the order entry, materials management, shipping and invoicing of all healthcare products.

IBS looks forward to achieving great success with this latest venture!

Paul Ulrich
Director Foodservice Business Unit, IBS

IntePro® is a Green Answer

The 2009 energy crisis was the catalyst that accelerated the use of reusable materials throughout supply chains and across all industries. The economic recession also drove businesses to reduce costs wherever possible. At that time, there was rising global awareness that businesses would have to change their practices to reduce their detrimental effects on the earth's resources. These economic and cultural forces created the perfect combination that resulted in significant increases in the adaptation of reusable packaging, both as a solution to decrease cost and drive supply chain sustainability.

Reusable packages are typically made of virgin or recycled-content plastic such as our IntePro® corrugated plastic containers. IntePro® is also resistant to chemicals and moisture, offers a stronger alternative to cardboard boxes and insulates better than wood or metal. IntePro® reusable containers have been designed for many years of use; these sturdy containers protect products, especially in rough shipping environments. Reusable transport packaging is a smart alternative to shipping with materials that can only be used once. This packaging can lower company costs, support the bottom line and contribute to the health of our environment.

Reusable transport packaging replaces one-time (and limited-use) pallets and boxes with reusable totes, bins, and pallets. Companies that ship in closed loop systems are ideal candidates for reusable packaging because the return of empty packages is handled with ease. Businesses that ship products in a managed open-loop system can also use rental systems to outsource the management of the reusable containers and pallets, ensuring that the containers flow through the system properly and are inspected, cleaned and repaired as needed.

IntePro® Marketing has been dedicated to reusable containers in different industries for years. End users range from the automotive industry (GM, Ford) to snack foods (Frito-Lay) to retail businesses (Wal-Mart). Automobile customers use reusable IntePro® containers to transfer parts between their satellite factories and assembly plants. Snack food customers use IntePro® auto locking bottom (ALB) boxes to transport their snacks between warehouse locations and vending machines. Retail stores have proven that IntePro® containers can be reused more than 100 times between their central distribution centers (CDC) and store locations.

***Matthew White**, Sr. Converting Operator, Profile Plant.*

Reusable boxes reduce waste and cut company costs, while conserving energy and natural resources. Replacing single-use containers with reusable IntePro® boxes supports both the environment and the company's bottom line. It's simple: when a company ships items in reusable packaging, such as plastic containers or reusable bins, they are maximizing the benefits of reusable transport packaging!

We believe that more and more companies will join this trend of reusable packaging and enjoy the benefit of our IntePro® return/reusable containers.

Andy Chen
Assistant Director, World-Pak

World-Pak Expansion

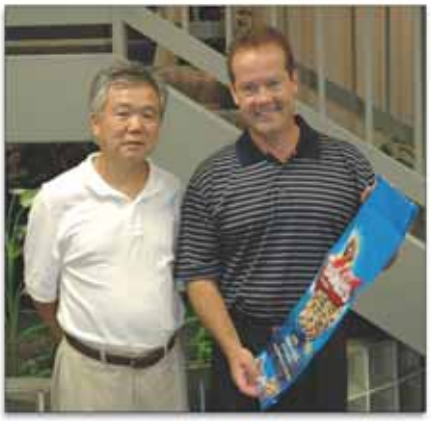
There are 550,000 square feet in the XF building on the Inteplast Lolita site. And there's lots going on under that big expansive roof.

Ordinarily when we think of the XF facility we think of IntePlus® film, a three-layer, co-extruded cross-laminated film used for everything from moisture barriers in the construction industry to tube bags filled with play sand. But over the past 12 months Inteplast Group has made a sizeable investment in the XF facility. In particular there are two new processes underway.

First TUF board®, the PVC product discussed in previous news letters and pioneered by World-Pak's PVC Sheet & Board Unit, has expanded into the building. In late 2009 the PVC Sheet unit was reorganized into two units. PVC Sheet and Board Plant I is located in the PVC Sheet building and PVC Sheet and Board Plant II is located in the eastern portion of the XF facility. PVC Sheet and Board Plant I remained under the management of **Kevin Sung**, while PVC Sheet and Board Plant II is under the management of **Tom Hsiao**. The expansion of Plant II included 8 new extrusion lines to produce decking and initially 2 extrusion lines for TUF board® Siding. Additionally 6 more extrusion lines are planned for TUF board® Siding by the end of 2010 due to the intense popularity of this product. Of course you can not produce PVC decking with just extrusion lines so four new silos were installed as well. The mixing and blending mechanisms for the new lines are custom built by in-house engineering staff under the direction of **JW Chen**, Director, and **Daniel Montgomery**, Maintenance Engineer. Particularly exciting were the first runs of the siding product since this is a new product for Inteplast's World-Pak. TUF board® Siding offers a new generation of siding using breakthrough technology. PVC with a foam core and rigid cap give it superior qualities to traditional siding. It is 50% lighter than fiber cement siding and the solar reflective surface maximizes energy performance.

XF Adds Smooth Film

Jamie Wu, Business Director, introduced **John Coyne** as the new National Sales Manager for IntePlus® to the Lolita site in mid-July. According to Wu, Coyne will be responsible for development of the new team, to market the cross laminated strength film currently under development. Coyne comes to Inteplast with many years of experience in the strength film market. This effort is a new push for World-Pak's XF films and marks their entry into the strength film business. The new smooth film means new customers.



***Jamie Wu**, Business Director, and **John Coyne**, National Sales Manager.*

Coyne talked excitedly about the prospects for the new film. He stressed applications for flexible packaging, tag and label, pilfer resistance and basically anything that needs a strong film. Both he and Wu expect this film to be a major contributor to World-Pak's bottom line.

***Daniel Montgomery** checking calibrations on the new V-laminator machine in XF.*

Also going on in the XF building is a quiet revolution in cross-laminated film. Hsiao explained to Inteplast News that they are in the development and testing phase of a **smooth film**. This new and as yet unnamed product will have the strength of traditional XF film, but is lighter, uses fewer raw materials and possesses superior print capability. This last feature is due to the smooth surface as compared to the ridged surface of IntePlus®. There are similarities in the manufacturer of traditional XF film and the new smooth film but the stretching and lamination processes differ. Initially this film will be made on a small scale as the process is perfected. However, plans are on the drawing board to expand the production capacity.

Montgomery spoke with pride of the efforts and engineering that have gone into the development of this process. He said that doing so much development in-house has instilled a great sense of ownership among the participants. The Maintenance Department worked directly on creating the machinery from idled and newly purchased parts. He credits the skill and experience of the maintenance staff in XF with this success. "Only individuals with their years of experience and knowledge would have been able to build this machinery," said Montgomery. Going from discussions to concept, onto paper, construction and wiring make this design uniquely World-Pak's. This new **smooth film** will come to market before the end of August 2010.

Both Hsiao and Montgomery were quick to point out that the motivation for all this change and innovation in XF is the customer and their specific needs. So when you see your friends in XF ask for an update – because there's a lot going on in that half million square feet.

Brenda Wilson
Human Resources Manager

TUF board® Siding production line.

Four Pros with a Long History

February 2, 1992. What a day for BOPP! The first class of 8 operators began work that day. Of the original eight, four remain with BOPP today and all occupy key positions. The 4 from the first class are – **Mary Tijerina Morris**, **Johnny Coleman**, **Jimmy Barnes** and **John Melton**. There is probably no group of people with more intriguing stories of the early days of BOPP, than this group.

They were chosen since they had been in the Victoria College Plastics Technology class taught by the late Ron Migl, the original Environmental Health & Safety Manager for Inteplast. From the class they were invited to apply at Inteplast or really AmTopp as it was more often referred to at that time. The class had emphasized extrusion technology and concentrated on blown film. This, of course, was not where they were going to be hired; instead, going to BOPP film. The four were hired as Extrusion Technicians and actually spent their first 3 weeks in the Jackson County Chamber of Commerce meeting room. There they reviewed documents, were taught more about their upcoming jobs and the equipment on which they would be working. Coleman recalled trips they would make to the various warehouses where equipment was stored and they would complete inventories. Morris complained that she was forced to ride backwards in the station wagon because she was the only one that could fit in the back seat and for whatever reason the seat was facing backwards. Morris also pointed out she was the youngest of the group at the time and the only female. Coleman also said Morris was a little naïve because they had her convinced at one point that dirt mounds from installation of a gas pipeline were actually giant ant hills.

Barnes said the next stop for the team was Taiwan, where they were trained on the equipment, toured the various facilities there and just generally learned about their new company. Barnes said he was frequently asked if he were Michael Jordan and would he give out his autograph. Some locals even wanted their picture taken with him. The other three just rolled their eyes at Barnes and his "celebrity status" in Taiwan.

The class returned from Taiwan to sweep. That is sweep the floors and conduct basic housekeeping in the buildings under construction. What now houses Stretch Film was completed before their own BOPP I building. Next came unpacking as Barnes, Coleman, and Melton were assigned to this and Morris went to the Plant Office for general administrative duties. One of those duties became scheduling and as anyone in BOPP knows that has been Morris' domain ever since. When asked how she learned production line scheduling she said "we learned by bumping up against things and our own mistakes. From that we developed the system that we use today." Morris is the Scheduling Coordinator for all six BOPP lines. This sometimes places her at odds with her original team. More on that later...

*Pictured below from L-R, **Jimmy Barnes**, monitoring the lines from the control room in BOPP II, while **Mary Morris** and **John Melton**, hash out scheduling lines, and **Johnny Coleman** poses amongst some of the racks of packaging materials.*

Barnes, Coleman and Melton worked on the original Line 1 as Extrusion Techs. Barnes was then promoted to Lead Operator and in 1999 he was promoted to Staff Engineer in BOPP Building II where he continues today. Both Coleman and Barnes have the distinction of having worked on all 6 of AmTopp's BOPP lines. Coleman began to function as a liaison between Production and Maintenance on PMs. He along with Barnes were part of the Building II start-up team. He then pulled a stint in project improvements and gained material control experience. Today he is Materials Coordinator and is responsible for hundreds of millions of pounds of resin consumed by BOPP each year and millions of dollars of packaging materials. His desk is next to Melton's who moved to Material Control in 1997 from his position as Production Supervisor. These two manage this area of responsibility with quiet focus, a fierce work ethic and sometimes humor directed at their old pal Mary when she makes a particular scheduling demand. Neighbors in the BOPP Plant office have witnessed some animated discussions among the three, always with the best interest of the company in mind.

When asked what advice they would have for newcomers Morris said "it's a job and you must take care of it". Coleman said "have a thick skin and remember it is business". Barnes said "work safe and go home with all your fingers and toes". What is the biggest change they have seen? Morris laughed and said she wished it were furniture, she's had the same white plastic book shelf since 1992. Wherever she goes it follows her. Barnes said by far the biggest change is operability. He said at the beginning "we weren't very good, but today we make excellent film."

Observing these four it is clear they have great admiration and affection for each other and appreciate the challenges of their work – every day.

Brenda Wilson
Human Resources Manager

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, Alisha Koehl, Pam Bales

Contributing Writers: Tony Myers, Joseph Wang, Chih-Hua Yeh, Paul Ulrich, Andy Chen, Brenda Wilson, Vinod Ghumwala

IBS Advisory Council Visits Texas Facility

The IBS Advisory Council members visited the Texas facility in May 2010 for a plant tour of the three divisions of Inteplast. The council was pleased to see the production operations, the Quality Control department and Art & Plate department, "the coolest place in the plant".

Site Manager, **Bob Coen**, and the Inteplast Texas Team assisted with coordination of the events. The local IBS management were gracious hosts.

The IBS Advisory Council was formed in 2002 to assist the IBS Division in maintaining and upgrading its market position, service requirements, product development trends, and knowledge of current market dynamics. They also help with development of new tools to become a more effective supplier for their customer base.

Vinod Ghumwala
Product Development Manager, IBS

Advisory Council members pictured (Front row L-R): ***Tony Myers***, ***Keith Attman*** *(Acme Paper),* ***Joe Chen***, ***Peter Zamarripa***, ***Paul Ulrich***, ***Terry Miller*** *(Southeastern Paper),* ***Stan Mayfield*** *(Mayfield Paper). (Back row L-R):* ***Ronnie Chang***, ***Barry Schmalbach*** *(Restaurant Depot),* ***Tim Warde*** *(Northern Colorado Paper),* ***Vinod Ghumwala***, ***Marty Scheck*** *(Scheck Group),* ***David Mayfield*** *(Mayfield Paper), and* ***Bill Sweaney***.

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

World of Plastics