Welcome to Where the Industry Meets!

Paper2019 is our industry’s most important event: a platform for us to come together, forge new connections and strengthen existing relationships. Join us for this afternoon’s Paper Industry Leadership Session, starting at 4 p.m. in the Grand Ballroom on the 16th floor. A panel of industry executives, emerging industry leaders and students will discuss how to attract and retain the next generation of paper industry employees.

We hope you’re having a productive experience at Paper2019 – where the industry meets.

Trade Tension Undermines U.S. Pulp and Paper Industry Exports

U.S. tax and regulatory policies have boosted U.S. manufacturing, including the pulp and paper industry. However, President Trump’s ambition to cut the trade deficit by imposing tariffs on imports, upends decades of effort to open global trade by both Republican and Democratic administrations. Raising tariffs increases costs to both producers and consumers, many of whom depend on global supply chains to bring the final product to market. In turn, new U.S. tariffs have provoked retaliatory tariffs by trading partners, which affects U.S. exports.


U.S.-China Tariff War

The U.S.-China trade relationship hit the rocks last year. Starting in July, the Trump Administration imposed tariffs on what so far is a total of $250 billion in Chinese goods under Section 301 of the Trade Act of 1974 for China’s theft of U.S. intellectual property, forced transfer of technology and other unfair trade and commercial practices. The list of products issued by the Administration in October included about $3 billion in paper and converted paper products that are subject to a 10 percent tariff (as of Convention Daily printing). At the time, the Administration stated that the tariff on those products would be raised to 25 percent on January 1, 2019 if China failed to take substantive steps to remove its unfair trade and commercial practices.

In response to the U.S. tariffs, China imposed additional tariffs on $110 billion of U.S. goods — including 5 percent tariffs on $2.5 billion on wood pulp, paper and paperboard imports from the U.S. — originally due to rise to as high as 20 percent on January 1. China also
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Fastmarkets RISI Sessions to Cover Global Market Trends for Printing-Writing Papers, Paper-based Packaging and Recovered Fiber

Tomorrow, March 26, Fastmarkets RISI experts will give consecutive seminars on the global market trends for printing-writing papers, and paperboard and recovered fiber.

John Maine, Fastmarkets RISI’s vice president of global graphic paper and a co-founder of its analytics division, will share insights into supply and demand shifts, external factors affecting the industry and the future market indicators for printing-writing papers.

Ken Waghorne, Fastmarkets RISI’s vice president of global packaging paper will focus on paperboard and recovered fiber, and use his extensive knowledge of the industry to lead an informed discussion and provide the most current information and market trends.

Both Fastmarkets RISI sessions are open to all Paper2019 registrants. A coffee break, sponsored by Fastmarkets RISI, will be held between sessions.

On Tuesday, March 26, the Fastmarkets RISI Global Printing-Writing Papers Market Trends Session will be held from 10:00 a.m. to 10:40 a.m. The Fastmarkets RISI Global Paper-based Packaging and Recovered Fiber Trends Session will be held from 10:50 a.m. to 11:30 a.m. Both sessions will be held in the Skylines Room on the 16th floor of the Trump Hotel Chicago.

(continued from page 1)

Resolute Names Remi Lalonde as Senior Vice President and CFO

Resolute Forest Products recently named Remi Lalonde as Senior Vice President and Chief Financial Officer. Lalonde succeeds Jo-Ann Longworth, who retired. Lalonde previously served as Vice President, Strategy and Corporate Development since May 2018. Prior to that, he was General Manager of Resolute’s pulp and paper mill in Thunder Bay, Ontario.

imposed a 25 percent tariff on all imports of recovered paper from the U.S. The January 2019 tariff hikes initially were postponed for 90 days (i.e., until March 1, 2019), allowing for high-level talks to proceed. In several rounds of talks, China committed to substantially increase purchases of U.S. goods and services and to further open China to U.S. investments. While the negotiations on the key issues related to forced transfer of technology, theft of intellectual property and the role of state-owned enterprises continued, the administration believes that sufficient progress has been made to announce in early March that the import tariff will remain at 10 percent until further notice.

In response to our request, the Office of the U.S. Trade Representative announced last December that nine specific machinery parts imported from China utilized for making paper and paperboard have been excluded from the additional 25 percent duty imposed earlier. AF&PA and our associate member Valmet petitioned for the exclusion. The tariff exclusions will be retroactive to July 6, 2018 and remain in place for one year from the date of notice.

Paper Products Hit by Tariff Retaliation

In 2018, the U.S. imposed tariffs on steel and aluminum imports from major trading partners — including Canada, China, Mexico, the European Union and others — ostensibly to protect national security. These tariffs have not only raised costs for U.S. manufacturers using steel and aluminum, but have also raised tension with U.S. allies and other trading partners. In response to these tariffs, countries have imposed retaliatory tariffs on billions of dollars of goods from the U.S.

In particular, Canada imposed a 10 percent tariff on $850 million in imports of tissue and hygienic products, uncoated free sheet paper, resin coated paperboard and printed postcards. Turkey imposed mostly a 20 percent tariff on kraft linerboard and other paper and paperboard with a total value of $180 million.

There is an additional threat that the U.S. would impose tariffs this year on imports of autos and auto parts under the guise of national security, thus inviting further tariffs on imports from the U.S. and the possibility that paper and paperboard products will be targeted.

Global trade tensions are expected to continue throughout 2019 and possibly beyond as the world acts and reacts to changing U.S. trade policies. Even with these recent actions, the U.S. remains one of the largest and most desirable markets.


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Attracting Packaging Designers to the Industry: The Paperboard Packaging Student Design Challenge

The paperboard industry is invested in efforts that promote innovative paperboard packaging design and keep paperboard a preferred substrate for packaging.

In response to industry demand for packaging designers to create these innovative paperboard packages, the Paperboard Packaging Alliance (PPA) – a joint initiative of the American Forest & Paper Association and the Paperboard Packaging Council — established its Student Design Challenge in 2005.

The PPA Student Design Challenge

The annual Student Design Challenge targets university students across North America in design, graphic arts and engineering programs. Working in teams and under the guidance of an academic advisor, they are presented with a current and relevant scenario to tap into their design ingenuity.

Submitted packages are judged by a panel of paperboard packaging industry professionals as well as a guest judge from an industry relevant to the challenge scenario.

Winners receive bragging rights, a cash award, and the opportunity to present their designs to paperboard industry professionals.

Valuable Experience

Participating in the challenge gives students the opportunity to get hands-on experience that prepares them for project development and management in job-like scenarios. To complete the challenge, they must submit a completed package the die-cuts of their package and a marketing plan that indicates how their package translates to current markets.

PPA creates a brochure of all designs that participating students can include in their portfolios. Past participants have credited the program with helping them to secure an internship or a job placement.

The 2019 Challenge

This year’s challenge invites undergraduate students to design packaging for a gaming system that enhances the unboxing experience and can be used while playing the video game.

It is not too late for universities to sign up for the 2019 challenge! If you know a school with a packaging design program that could benefit from participating, encourage them to learn more about the PPA Student Design Challenge at: www.paperboardpackaging.org/university-features/2019-sdc.
Our lightweight coated cover is the perfect complement to any project. Its uniquely versatile, strong, low-density construction assures brilliant results for your clients while providing impressive cost savings over competing products.

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The Industry Push for Paper Recycling

As we work toward our industry goal to exceed 70 percent paper recovery for recycling by 2020, AF&PA is investing in various efforts to increase and improve U.S. paper recovery for recycling. This is the first article in a two-part series on trade issues and the industry in the Paper2019 Convention Daily. An overview of the new U.S. Mexico Canada Agreement will appear in the Tuesday edition.

Identifying Opportunities to Improve U.S. Recycling

During the Environmental Protection Agency’s (EPA) America Recycles Day Summit on November 15, 2018, AF&PA committed to join EPA and other national recycling system stakeholders in an ongoing dialogue to identify actions to improve the nation’s recycling system. The goal is to develop a national recycling plan to be presented after America Recycles Day 2019.

EPA outlined four areas for further action, all of which we committed to work on:

- Education & Outreach: develop effective strategies to educate consumers on how to recycle properly.
- Enhancing Materials Management Infrastructure: stimulate investment to upgrade and modernize the national recycling infrastructure.
- Strengthening Secondary Materials Markets: maintain a market-based approach to collecting, processing, and utilizing recyclable materials.
- Enhancing Measurement: standardize and align measurement and tracking of recyclable materials.

Multi-Stakeholder Effort to Improve Corrugated Recycling

Retail sales are increasingly moving from brick-and-mortar stores to online shopping, and many online purchases are sent to homes in corrugated boxes. While 96 percent of Americans have access to corrugated box recycling and the recovery rate for old corrugated containers (OCC) is at an exemplary 88.8 percent, the recovery rate for those boxes from residences is approximately half the recovery rate from commercial retail stores.

AF&PA is working with Fibre Box Association (FBA) and other packaging recovery stakeholders — AIICC — The Independent Packaging Association, AMERIPEN, Institute for Scrap Recycling Industries, Waste Management, and AF&PA/FBA-member companies — to promote increased residential recovery of OCC by influencing consumers’ OCC recycling behaviors and attitudes.

We led work on a number of the group’s action items, including developing corrugated-specific guidelines on what can be recycled and creating an infographic utilizing images and simple messages to educate consumers and communicate what kinds of corrugated boxes can be recycled and what corrugated box contents, like non-paper packing materials, should go in the trash. Both resources were provided to organizations in the corrugated industry to use consistently.

Inaugural Holiday E-Commerce Recycling Campaign Success

The 2017 holiday season saw a number of national and local media articles about the influx of corrugated boxes due to holiday shopping and how recycling

(continued on page 12)
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Roosevelt Paper increasing production capabilities in Richwood and Alsip

Roosevelt Paper continues to invest in production efficiency at its paper converting facilities in Richwood, Kentucky and Alsip, Illinois.

In Richwood, Roosevelt added a new 98” Marquip Falcon Sheeter to further increase production and expand the company’s sheeting capabilities.

Located 18 miles south of Cincinnati, the plant is equipped with 9 rail doors and 13 shipping docks. Running three shifts, five days a week, the Richwood plant currently operates two high speed Rewinders and three Sheeters with 60 supervisory, maintenance and hourly employees.

In Alsip, Roosevelt will install a new 100” Cambridge Rewinder later this year. “The deposit has been made and construction is expected to begin soon with a November/December installation planned,” said David Kosloff, President of Roosevelt Paper. The Alsip plant employees 36 people.

In addition, the Richwood and Alsip plants each received new shrink wrappers for skids in 2018.

(continued from page 10)
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For those who don’t yet know us, ND Paper is a wholly-owned subsidiary of Nine Dragons Paper (Holdings) Limited, a leading global paper product manufacturer and the largest containerboard producer in Asia. We are an environmentally-friendly company that manufactures various types of high-quality pulp, paper and paper-based packing materials. Our mills in Rumford and Biron are integrated paper & pulp facilities, while our Fairmont, West Virginia facility is one of only three in the world that produces air-dried recycled pulp. We are proud of our 1,100 dedicated employees, who together produce more than 1.1 million metric tons of paper annually.

Sustainable paper is our way of life.

For more information on our products, please visit us.ndpaper.com

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Paper2019 Luncheon

The Paper2019 Luncheon, sponsored by Boise Paper, will be held tomorrow, March 25.

Our keynote speaker is Nicole Malachowski. She is a retired United States Air Force Colonel, a leader, a combat veteran, the first woman pilot on the Thunderbirds Air Demonstration Squadron, an instructor, a White House Fellow and an inductee into the Women in Aviation International Pioneer Hall of Fame.

Drawing on stories from her career and her personal life, Ms. Malachowski will inspire the audience with lessons from her experience and illustrate what can be achieved by those who choose to persevere.

During the luncheon, NPTA will present Bill Meany, president of Lindenmeyr Munroe, with the Stanley O. Styles Industry Excellence Award.

The Paper2019 Luncheon will be held Tuesday, March 26 from 12:00 to 2:15 p.m. in the Grand Ballroom on the 16th floor of the Trump Hotel Chicago. The luncheon is a separately ticketed event.

Streco Fibres Expanding Collaboration with Paper Mills Worldwide

Streco Fibres announced that it continues to expand its international business and is buying paper from mills throughout the world.

John Strelitz, President of Streco, said his company’s strategy is to build relationships with a wide range of mills in diverse economies to find value, and that Streco looks for emerging paper mills as well as established paper companies and supports them with their excess supply and demand needs.

“There has been good demand throughout the world and supply opportunities in the Middle East, Brazil and Southeast Asia,” Strelitz said. “The enforcement of clean waste paper in China during 2018 caused a shortage of Chinese recycled papers being produced. As China figures out the right strategy for importing waste paper, Streco has found other suppliers to fill the void.”

Strelitz added, “We will continue to search for beneficial values throughout the world and deliver these opportunities to our customers, providing them with the advantage they need.”

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Cascades announced the definitive closure of its tissue paper machines located in Whitby and Scarborough (Progress Avenue) in Ontario, Canada. The leases for these two plants expire on August 27, 2019 and will not be renewed. The end date of the production remains to be determined. In total, the sites produce 44,000 tonnes of tissue paper annually and employ 68 workers. “. . . we are announcing the closure of two paper machines in Ontario. Their unprofitability and the current market conditions have convinced us that it is better to source externally to supply our needs,” said Jean Jobin, President and Chief Operating Officer of Cascades Tissue Group.

Over the coming months, Cascades said that it will try to relocate as many of its employees as possible to its other business units located in the region. Those employees who cannot or do not wish to be reassigned to the company’s other factories will be accompanied in their efforts to find new employment.

Metsä Board noted that the product is safe for direct food contact and no optical brighteners (OBA free) or fluorochemicals are used in the production process. It is available in basis weights of 195–320 g/m² and can be recycled with paper and board recycling schemes.

Metsä Board announced that its new eco-barrier paperboard, MetsäBoard Pro FSB EB1, recently achieved the industrial compostability certification complying with DIN EN 13432 and ASTM D6400 standards. The certification is issued by DIN CERTCO and the testing was carried out by ISEGA laboratories.

Katja Tuomola, Business Development Director at Metsä Board, said, “Brand owners are looking for new, more ecological solutions made of renewable, non-plastic materials, which can be composted and recycled. This external certification helps them choose packaging materials that truly comply with their disposal requirements.”

DIN EN 13432 standard refers to ‘Requirements for Packaging Recoverable through Composting and Biodegradation.’ US certification ASTM D 6400-12 covers the ‘Standard Specification for Labelling of Plastics Designed to be Aerobically Composted in Municipal or Industrial Facilities.’

According to Metsä Board, the non-plastic special barrier treatment developed for its Pro FSB EB1 improves the grease resistance of the board and makes it an ecological and efficient packaging material for food, takeaway and food-on-the-go applications. In addition, the grease resistance can be cost-efficiently enhanced further at the converting stage with the addition of just one varnish layer.

MetsäBoard Pro FSB EB1 is safe for direct food contact and no optical brighteners (OBA free) or fluorochemicals are used in the production process.

Metsä Board noted that the product is safe for direct food contact and no optical brighteners (OBA free) or fluorochemicals are used in the production process. It is available in basis weights of 195–320 g/m² and can be recycled with paper and board recycling schemes.
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ND Paper plans to invest $300 million in its mills in Wisconsin and Maine in the next two years, sparking a transformation and new trajectory for ND Paper, the newly-formed U.S.-based subsidiary of Nine Dragons Paper (Holdings) Limited, the largest containerboard producer in Asia.

After completing the purchase of the Rumford, Maine and Biron, Wisconsin pulp and paper mills in June 2018, ND Paper immediately executed a strategic review of investment options to further enhance the long-term sustainability of these facilities. The review has led the company to a multi-faceted investment strategy that diversifies the mills’ product mix, increases their overall production capacity, and fundamentally improves their viability for the future.

In Maine, the Rumford Division will receive an injection of $111 million to finance two significant projects: (1) construction of a greenfield recycled pulp facility. The new pulp line will add approximately 1,200 air dried metric tonnes per day of manufacturing capacity to the site; (2) installation of a shoe press on the R15 paper machine, which increases the machine’s production capacity by approximately 20 percent.

In Wisconsin, the Biron Division will commission several major projects at a cost of $189 million. Planned projects in Biron include: (1) conversion of the B25 paper machine to containerboard products; (2) construction of a two-line greenfield recycled pulp facility. These pulp lines will add approximately 1,900 air dried metric tonne per day pulp dryer of manufacturing capacity to the site; and (3) construction of a water treatment and fiber recovery plant, a package boiler to provide energy, storage facilities for raw materials and a finished good warehouse.

“We invest for the long-term,” said Ken Liu, ND Paper’s CEO. “While strongly supporting our global fiber strategy, this suite of projects also dramatically improves the sustainability of these historic mills. Not only are we developing a U.S.-based containerboard business, we’re also reinforcing our commitment to existing printing and writing and specialty customers with world-class, cost-competitive assets.”

These investments ensure the ND Paper team can operate these mills safely, efficiently and sustainably now and into the future, and reinforces ND Paper’s commitment to its core customers and the economic viability of the communities it serves.
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Midwest Converting Celebrates 20 Years of Successful Operation

There is a lot of activity in the market as companies are challenged to make strategic decisions in their organizations to add value, enter new markets, and offer more compelling customer value propositions.

For the past 20 years, Midwest Converting has been adding real value to its customers by providing converting programs that break down barriers entering into new markets, speed to market, and product diversity offerings.

By understanding the dynamics of the markets it serves, Midwest Converting has carved out a niche for itself by focusing on generating value far beyond simply converting paper from one size to another. The company has a deep understanding of the challenges the industry experiences on a daily basis, and has a proven ability to give companies the flexibility, capability, and adaptability needed to operate more effectively.

“We continue to stay in the forefront of our markets, bring fresh ideas, and show our customers how we can be effective in helping them meet their objectives,” said Rob Srebalus, President of Midwest Converting. “Our operational platform consists of developing real solutions to complex supply chain programs that transform what some see as impossible industry challenges, into competitive advantages.

Continuing commitment to its business and supporting its market, Midwest Converting is very excited to announce the installation of a new Double-Fly-Knife Precision Sheeter that adds capacity and provides additional converting capabilities in large format sheeting.

Midwest Converting utilizes an In-House Quality Control Program that encompasses a Food Safety Management System and supporting infrastructure.

To facilitate its commitment to the quality and safety of its converting facility, Midwest utilizes an In-House Quality Control Program that encompasses a Food Safety Management System and supporting infrastructure. The company’s production facility is within GMP 21 CFR Part 110 and FSMA compliance for direct and indirect food contact.

In many cases, Midwest Converting manages the customer supply chain challenges, which in turn allows them to focus on their own core business and objectives. “Midwest Converting is especially suited to succeed as we have developed the critical competencies required to remain flexible and in turn deliver exceptional ability to react quickly and easily,” Srebalus noted.

“We continually embrace change and have developed a tolerance for the daily unexpected and unusual challenges in order to better position our company in the converting and supply chain segment of the paper industry. Commitment to our business, providing our customers with ease of doing business, great service, and quality converting, is part of our core company values,” Srebalus concluded.

IP Named One of the 2019 World’s Most Ethical Companies

International Paper has been recognized by the Ethisphere Institute, a global leader in defining and advancing the standards of ethical business practices, as one of the 2019 World’s Most Ethical Companies.

International Paper has been recognized for thirteen consecutive years, underscoring their commitment to leading with integrity and prioritizing ethical business practices.

In 2019, 128 honorees were recognized spanning 21 countries and 50 industries. The thirteenth class of honorees illustrate how companies continue to be the driving force for improving communities, building capable and empowered workforces, and fostering corporate cultures focused on ethics with a strong sense of purpose.
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CTI Paper USA introduces Ruche – New Creped Printing and Packaging Papers

CTI Paper USA introduces Ruche”, a luxurious, environmentally responsible offering of premium creped printing and packaging papers.

An entirely new category of text and cover papers, Ruche features a creped surface with a handcrafted look and a soft, cottony feel. Elegant, distinctive and artisanal, Ruche is ideal for social and business print communications and specialty packaging.

Ruche is engineered for letterpress, inkjet and certain flexographic presses, as well as production foil stamping, engraving, embossing and die cutting.

“With the introduction of Ruche, we have created a new and unique family of premium papers that is an affordable alternative to cotton-based substrates,” said CTI Paper USA President John Kelly.

“This brand is luxurious and artistic, providing a rich, highly tactile surface that looks and feels like cotton.”

The Ruche brand is offered in 80-lb. text and 100-lb. cover in white, cream, natural gray, blue and black. A massive, double-thick 170-lb. cover is offered in white, natural and black, along with three duplexes in white-black, white-natural and black-natural for double-sided printing.

The papers are available in a variety of folio and cut-size sheets, with carton quantities as low as 75 sheets. Three sizes of matching envelopes are also available in all colors. Ruche is readily available at paper merchants across the U.S. and Canada; samples and product information is at www.thepapermill.com.

Ruche delivers outstanding on-press performance on letterpress, inkjet and certain flexo presses. It is not suitable for offset. Paper and board converters report that Ruche handles flawlessly in converting equipment.

The Ruche family of papers are made from up to 100% recycled post-industrial cellulose. Certain Ruche products are Forest Stewardship Council certified — others are pending certification.

Ruche is immediately available to paper merchants, converters, printers and marketers in North America and worldwide. CTI Paper USA also can make custom sheet sizes, colors and rolls at low order minimums and quick turnaround times.

Headquartered in Sun Prairie, Wisconsin, privately-held CTI Paper USA is one of North America’s largest suppliers of premium printing papers and envelopes for digital and offset printing. CTI Paper has regional sales offices in Los Angeles, Minneapolis and Providence, RI. The company also owns and operates a 72,000-square-foot converting, product development and distribution center in Neenah, Wisconsin.

Customers have access to the company’s full-service sample center and quick-response customer and technical service teams.

IP to Acquire Spanish Corrugated Packaging Company Envases Grau

International Paper has signed an agreement to acquire Envases Grau, a family-owned packaging business in Spain, for an undisclosed amount.

“Envases Grau is a well-established company known for its excellent service and the quality of its products,” said Eric Chartrain, General Manager of International Paper’s corrugated packaging business in Europe, the Middle East and Africa (EMEA). “This acquisition complements our current network of packaging plants and expands the size and weight of our business in Spain, where it is expected that the demand for boxes will continue to grow.

“With this operation we will increase our capacity and possibilities for high quality printing, which will allow us to offer a better service to customers and strengthen our position in the fresh fruit and vegetable market,” Chartrain added.

With regional headquarters in Brussels, Belgium, International Paper EMEA manufactures and markets office and uncoated freesheet, pulp, corrugated packaging, containerboard and both coated and uncoated paperboard for customers across Europe, the Middle East and Africa.
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Case Paper Doesn’t Get the Cold Shoulder at WinterBell

In the summer of 2018, Winter Bell Converting in High Point, NC became a division of Case Paper, operating as Case Paper WinterBell.

“I wouldn’t say it was love at first sight, but there was an immediate spark,” says Simon Schaffer, Case Paper’s CMO and Vice President of New Business Development. “It was clear early on that we had a lot in common, so I felt comfortable introducing them to my father.”

Richard Lewis, the third-generation owner of WinterBell, has stayed on as General Manager, along with key members of his management team and staff. “I’m not quite sure what Simon is talking about, but joining Case Paper has been exciting, as we share the same vision for the future,” says Lewis.

The WinterBell facility is over 100,000 sq. ft., has two precision sheeters and six rewinders, and is known and respected throughout the region as a quality converter of paper and paperboard. Since its acquisition, the division has doubled its sales revenue and has added new slitting and rewinding capabilities. The division can slit rolls as low as 7/16-inch wide (think the width of your ring finger).

“I’ve been impressed by the WinterBell team’s breadth of experience, as well as their commitment to expanding our service platform for paperboard and commercial printing papers throughout the Carolinas and the Southeast,” says Todd Greenwood, Vice President of Division Operations at Case Paper.

Says Robin Schaffer, Case Paper’s CEO and President. “Adding a new converting facility to service the Mid-Atlantic has been great, but the best part has been the new addition to the Case Paper family: a team dedicated to servicing customers and building for the future.”

Metsä Tissue Exploring New Concept for Tissue Mill of the Future

Metsä Tissue on February 1 began an operational review of its mill operations that will include developing a concept for the future tissue paper mill in cooperation with equipment and automation system suppliers. The concept’s development will include a review of all the operational processes of a tissue paper mill — raw materials, production, converting as well as dispatch and warehouse operations.

The review will explore whether a new concept could significantly improve product quality, the efficiency of production and the use of resources. In creating the concept, the possibility to build a fully fossil free mill will be studied. Also, automation potential in the entire process will be reviewed together with the current status of mill systems and a development roadmap will be defined.

Jari Tiura, SVP, Operations, is responsible for the operational review, and Ari Vehviläinen, VP, Operations, has been appointed project manager of the Future Tissue Mill project.

Boise Paper Introduces Digital New Paper Product for High-Speed Inkjet Presses

Boise Paper recently announced a new product available through their digital papers program: Boise’ Digital Standard. This 92 bright, inkjet treated sheet is a reliable and cost-effective solution for direct mail, manuals, promotional materials, and more.

The line also includes 96 bright Boise’ Opague, a quality product ideal for two-sided printing, booklets, posters, calendars and newsletters, and 97 bright Boise’ Digital Elite, a highly versatile paper, ideal for high profile projects, including brochures, business collateral, financial reports, and short run color projects.

“We know digital products are essential for commercial printers,” said Tina Brennan, Senior Marketing and Planning Manager for Boise Paper. “As we reviewed our product offering with customers, it became clear we were missing a key product they needed. The addition of Boise Digital Standard meets that need and expands the capabilities of our line across a greater number of applications.”

Through their digital papers program, Boise Paper delivers rolls specifically intended for use in commercial grade, high-speed inkjet printers. All products in the line are available for order immediately.

Boise Paper, a division of Packaging Corp. of America, manufactures a full line of office papers including copy, multipurpose, inkjet, laser, and colors, as well as printing and converting papers. The company also offers recycled content options across all product lines.
Making paper takes time but getting paper from mill to press shouldn’t. That’s why we’re on the case, ensuring your paper and paperboard finds the right home, whatever the time, whatever the case.
Prime Converting: Just-In-Time for the West Coast Market

As a 4th generation, family-owned and operated provider of paperboard, containerboard, boxboard and converting services, Prime Converting Corporation (PCC) is focused on production quality and efficiency, with an eye towards customer growth in the West Coast market. Located in the Los Angeles area, PCC operates a 141,000 square foot warehouse with 6 rewinders and 5 sheeters, including a Marquip Econ sheeter installed in 2015 with a rated speed of 1,100 FPM. PCC’s capacity includes 9 rail doors serviced by BNSF and 23 truck bays, which provide ample room to store and ship any amount of paper. Prime Converting Corporation supplies the corrugated box manufacturing industry with Kraft Linerboard and Corrugated Medium, and SBS, CCNB and Chipboard for its folding carton customers. The company’s offerings also include web and sheet-fed papers for the printing industry, from offset and envelope to coated text and cover.

PCC anticipates the needs of the market and keeps up-to-date on market trends. Production efficiency is maintained through the use of Papersoft, a robust software application that allows for a detailed perspective on every customer’s job, from start to finish. Sourcing is another strong point for PCC and the company prides itself on maintaining a wide network of trusted suppliers to fulfill any request.

Printers and box makers look to Prime Converting Corporation for converting needs as well as Just-In-Time orders. PCC offers slitting and sheeting to any size requirement, from web printing papers to sheet-fed paper, paperboard & containerboard as well as boxboard. PCC also services the Southern California market by salvaging roll stock, including damaged or obsolete inventory, with a 24 to 48-hour turnaround. Visit Prime Converting Corporation today at PrimeCC.com.

WestRock Expands Portfolio of Automated Packaging Systems

WestRock Company has expanded its portfolio of automated packaging system offerings with the acquisition of Linkx Packaging Systems. Linkx specializes in automated packaging machinery ranging from single-order dispatch systems to fully integrated automation. Its BoxSizer™ technology platform can right-size multiple sizes of cartons on the same machine without stopping for changeovers.

BoxSizer complements WestRock’s existing automated packaging systems portfolio, including its Box on Demand® solution. Where Box on Demand creates custom-sized boxes, BoxSizer reduces the height dimension of multiple-sized boxes with no changeover to reduce empty space, void fill, materials, labor and shipping costs. By removing excess packaging material, BoxSizer and WestRock’s other right-size technology solutions help customers reduce their shipping, warehousing and environmental costs.

“We’re excited to add Linkx and its BoxSizer technology to our automated packaging systems portfolio,” said Jeff Chaiovich, WestRock’s chief commercial officer and president of its corrugated packaging business. “Linkx further differentiates our paper and packaging machinery offerings and helps us address the growing need for on-demand packaging, especially for e-commerce applications.”

Companies interested in learning more about WestRock’s portfolio of automated packaging systems should visit WestRock’s website at www.westrock.com/automation.
Camelot Paper has solid relationships with premier paper mills to give you full access to all fine grades of paper.

Our great buys are your great buys. Our pricing is not etched in stone, nor are they compiled in a price book, they fluctuate with market conditions.

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With the addition of their second 72” Jennerjahn JLS automatic small OD slitter, K & L Services — based in Beaver Dam, Wisconsin — continues to see growth in their contract converting business. The company offers contract converting of many grades of tissue, papers, nonwovens, graphic media and paperboard products.

“We are running many different grades of wide format digital media, dye-sublimation and digital transfer papers, block-out products and wet strength media for outdoor applications,” said Mike Kamps, President of K & L Services. “The packaging for these small rolls vary almost as much as the number of different grades. Some rolls are placed on fiber cradles after being plugged and bagged. Others are individually boxed. We have also suspended rolls within an individual carton after being placed on a suspension plug.”

The vast majority of K & L’s customers require private and/or branded labels be placed on the rolls and cartons.

“Some accounts send us preprinted 4-color masthead labels and we imprint the roll width, length, core size, SKU, bar code and other pertinent information per the customer specifications. Other accounts require us to print labels in-house. Many products are shipped direct to a merchant and/or printer. Our customers need the assurance that the rolls and packaging are of high quality and meet the quality levels of their customers,” Kamps added.

Many of K & L’s clients include mills, merchants and other converters. Some have their own converting equipment but use the company for overflow needs. Other accounts require us to print labels in-house. Many products are shipped direct to a merchant and/or printer. Our customers need the assurance that the rolls and packaging are of high quality and meet the quality levels of their customers," Kamps added.

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K & L works closely with the customer base to manage inventories and work flow processes. After orders are produced production reports are automatically generated and sent to the customer as well as updated inventories. The company’s small business philosophy provides the integrity and production of the best product for all involved.

“Our employees are continually trained to understand the customer needs on all of the products that flow through our facility,” Kamps concluded.

Cartonsa announced that it will be moving to its new warehouse location at the end of June 2019. The company’s new state-of-the-art warehouse in the heart of Montreal is minutes away from the ninth largest port in North America. Located at the crossroads of a rail and highway network, the warehouse allows for well-organized handling of products from Eastern Canada, Ontario, Midwest and the Northeast U.S., making export operations more cost-efficient and logistically feasible.

Bolkar Adiyaman, President of Cartonsa, said, “We pride ourselves with the quality and effectiveness of our integrated Warehouse Management System which serves as the glue between our core functions and our global network. By managing the shipping process from inland to overseas, we are transforming export operations cost-efficiently, rapidly and problem-free.”

Growing beyond borders, Cartonsa’s aim is to expand its warehousing operations in multiple strategic locations. In the next two years, warehousing operations will be expanded to the Southeast U.S. and several locations in Europe. “The warehouse operation is parallel with our expansion plans and will position us for productive business models globally,” Adiyaman explained. “We are creating significant value for our customers by aligning all stages of the supply chain to perfection and consolidating movements of goods.”

Adiyaman pointed out that hard work coupled with future investments are key to Cartonsa’s success. “My long-standing commitment and dedication to our business has positioned us to continue to expand and grow. We have put innovation and efficiency in the heart of our strategy and business model. By blending 22 years of paper expertise with our engineering background, we are continuously investing and developing in new grades and markets. From baking papers to shopping bags, greaseproof grades to tea bags, textile transfer papers to the interleaving market, we are active in various sectors. What makes us so unique is that we close the gap between paper mills and local customers, speaking their language and understanding their needs. We are planning to grow and expand beyond the limits.”
Voith to Supply Green Bay Packaging with New Containerboard Machine

Voith has been awarded a contract to supply Green Bay Packaging with a complete packaging paper production line that includes a 300-inch wide Xcel-Line paper machine for the production of containerboard.

In mid-2018, Green Bay Packaging announced plans to build a $500 million recycled paper mill adjacent to its existing paper mill in Green Bay, Wisconsin. The new mill will replace the 71-year old Green Bay Mill on North Quincy Street.

The new paper machine, PM 4, will have a design speed of 3,940 ft/min (1,200 m/min) and be installed at Green Bay Packaging’s new mill. The 100% recycled paper machine will utilize old corrugated containers and mixed waste for the fiber supply to produce linerboard and corrugated medium.

“This is a huge project for us, by far the biggest thing we’ve ever done in the history of our company,” said Will Kress, President and CEO of Green Bay Packaging.

Voith Paper North America, said, “Voith is proud of this historic project, and we are eager to continue our strong partnership with Green Bay Packaging.”

Green Bay Packaging’s new mill will have an estimated annual capacity of 685,000 tons and is expected to be fully operational in the spring of 2021. The current mill will continue to operate at full capacity throughout the entire construction process.
On behalf of all your friends at International Paper, we would like to offer our sincerest congratulations to you, Bill, for being this year’s recipient of the Stanley O. Styles Industry Excellence Award.

Well done, and well deserved!
BILL MEANY
WINNER OF THE 2019
STANLEY O. STYLES
INDUSTRY EXCELLENCE AWARD

With forty years of industry experience, Bill has demonstrated a standard of loyalty, leadership and expertise that makes him incredibly deserving of this award. We are proud to work with such an outstanding leader and friend, one with the utmost integrity, humility and a strong vision for our future.

Please join us in congratulating Bill on being presented with NPTA’s highest honor.
The National Paper Trade Association (NPTA) has named William “Bill” Meany, President of Lindenmeyr Munroe, as the 2019 Stanley O. Styles Industry Excellence Award winner. The presentation of the prestigious award will take place at Paper2019’s Annual Luncheon.

The Stanley O. Styles Industry Excellence Award is NPTA’s highest honor and is awarded to an individual who has had a distinguished career in the printing paper industry. Each year, the Stanley O. Styles Nominations Committee selects an industry leader who has made a positive impact through innovation and dedication, and whose character represents the ideals for which leaders all strive.

“Mr. Meany’s 40 years in the industry are marked by a standard of expertise, creative strategy, professionalism, leadership and dedication, all of which make him more than deserving of NPTA’s highest honor,” said Matt Bruno, Executive Vice President of NPTA.

Mr. Meany began his career with the same company he serves today. After joining the sales team at Lindenmeyr Munroe in 1978, he held several decision-making roles before being appointed President in 2013. He’s credited with the instrumental growth and success of Lindenmeyr Munroe,
Congratulations to Bill Meany, the 2019 recipient of the Stanley O. Styles Industry Excellence Award. We admire Bill’s achievements at Lindenmeyr Munroe and all the contributions he’s made to the industry.

Our sincere congratulations to Bill Meany on receiving the Stanley O. Styles Industry Excellence Award.

Your Friends at Hansol Paper

and is known as one to go the extra mile for the company and his colleagues. Mr. Meany has devoted his life to the paper industry, serving in leadership and advisory positions for several paper-related organizations, including Chairman of NPTA’s Paper Distribution Conference, Vice-Chairman of Two Sides North America and Chairman of the Merchant Advisory for both Sappi and Domtar. He currently serves as the Chairman of NPTA.

“I have had the pleasure of working with Bill for just over ten years. The combination of his business insights and straightforward yet social approach made him someone from which I’ve learned a great deal. Bill manages his business with the highest level of integrity, open and honest conversations, transparency and high energy to make things happen.” — Julie Schertell, President, Fine Paper & Packaging, Neenah Inc.

“In addition to the contributions Bill has made to his own company, he has been a good steward of the paper industry. For many years he has been an active member of NPTA, serving the association in a variety of capacities such as aligning the initiatives of NPTA with the changing needs of the industry and breathing new life into the Emerging Leaders Network. His contributions have been truly exemplary.” — Mike Graves, President and CEO, Midland Paper Packaging + Supplies.

“Through all of the years, Bill has been a constant – professional, engaging, approachable and a true leader at Lindenmeyr Munroe. The employees have great admiration and respect for Bill, from the divisional managers to truck drivers and warehouse employees. He knows everybody’s name and is greeted with a smile from employees that is genuine.” — Ray Rabbitt, Director, Merchant & Printing Sales, International Paper.

Donations to honor Mr. Meany can be made to the Paper and Plastics Education Research (PAPER) Foundation 2019 Scholarship Program. For more information on the annual scholarship program or NPTA, visit: www.gonpta.com/paperscholarship.

ND Paper congratulates our friend, Bill Meany, president of Lindenmeyr Munroe, for earning the Stanley O. Styles Industry Excellence Award, the NPTA’s highest honor.

Mohawk salutes Bill Meany for his passionate belief in the power of print, and his enduring commitment to fine paper.

We congratulate Bill and the entire team at Lindenmeyr Munroe for this extraordinary achievement of excellence.

Mohawk salutes Bill Meany for his passionate belief in the power of print, and his enduring commitment to fine paper.

We congratulate Bill and the entire team at Lindenmeyr Munroe for this extraordinary achievement of excellence.
Much more than just high quality bleached and natural kraft papers, we develop productive partnerships that drive innovation. Real, meaningful innovation that makes your job easier and your finished products better. From R & D to process insights and beyond, we understand what it takes to help you get to market faster and more profitably.

And it all starts with a spirit of collaboration that shapes every project.

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