Welcome to Day Two of Paper2020!

We hope you are enjoying your time at Paper2020, our industry’s most important annual event.

The centerpiece of our programming begins this afternoon with a focus on paper industry sustainability. While environmental stewardship and responsible manufacturing practices have been the foundation of our industry for decades, conversations continue to evolve. Technology, emerging consumer trends, and competing industries are all influencing new expectations and setting new sustainability priorities for fiber-based paper and packaging products and the companies that make them.

This afternoon, Shelton Group President & CEO Suzanne Shelton will present consumer research findings and moderate an esteemed panel of executives in discussions on how our industry can meet the challenges and opportunities of climate policies and the circular economy during our Paper Industry Leadership Session. We are grateful to Sappi North America President & CEO Mike Haws, The Millcraft Paper Company President Travis Mlakar, WestRock Company CEO Steve Voorhees, and Greif, Inc. President & CEO Pete Watson for lending their time and expertise to this important and timely conversation.

We encourage all Paper2020 attendees to hear about new consumer expectations for sustainability and industry leader perspectives on the path forward.

Immediately following the leadership forum, we hope to see you at the Paper2020 Reception.

Tomorrow’s programming starts with an update from Paper and Packaging Board Executive Director Mary Anne Hansen, who will discuss their campaign’s accomplishments over its first five years, share tools to promote paper industry products to customers, and identify next steps for the continuation of the program.

Official Paper2020 Suites are open over the next two days, providing opportunities to convene with your key clients and suppliers, and to connect with existing and new business contacts.

Thank you for participating in Paper2020!

Mark Sutton is president and CEO of International Paper Company and Bob Forsberg is vice president of graphics sales and business development at Sappi North America.

Industry’s Marketing Campaign Responds to the Times

There is no question things move fast in the paper industry. Digital disruption continues to change how we live and work, enabling e-commerce and significantly redefining the role and value of paper. Consumers express more concern about the environment than at any time since the start of the industry’s marketing campaign — including concern about waste and single-use product packaging, especially plastics. Given this landscape, we are often asked whether the industry’s marketing campaign, known as the paper checkoff, is getting results. Is it helping the industry with the present-day challenges we face? Our answer is a resounding yes.

When established in 2014, the checkoff was charged with helping to stem the decline in paper use and grow demand for paper-based packaging. We did this by telling universal and relatable stories that reached key consumer and customer audiences in TV, print and social media. Five years later our data shows that we have helped grow the consumer audience most valuable to the industry, we have strengthened positive attitudes that were soft at the start of the campaign and we have prevented erosion in those attitudes that were already strong. Our data continues to show consumer preference for paper and paper-based packaging goes up when they see the campaign. All this influences customer preference for using paper of all kinds.

Early on, the Paper and Packaging Board was also asked to tell the sustainability story of our products and industry. Initial research showed that environmental messages made consumers feel good, but sustainability alone didn’t motivate them to buy more. Five years ago, sustainability was a consideration, but not a driver, of consumer behavior. However, we increasingly heard from the industry that consumer sentiment about the environment was shifting.

(continued on page 6)
At Sappi, we’ve taken over 165 years in the paper industry and turned it into over $165 million of investment in the future of paperboard. Our new offerings, Spectro® C1S, Spectro C2S, and Proto®, provide unrivaled versatility for commercial print and packaging applications—all bolstered by state-of-the-art machinery.

Discover innovation that’s raising the bar. Visit sappi.com/theneustandard.
What does this mean? It means our global sourcing, purchasing power, collective expertise, experience and our unparalleled approach to teamwork become your competitive advantage.

We have the ability to navigate the subtleties of international trade, execute business-building strategies that improve profitability, and help plan for future growth.

Every customer faces unique challenges. Our entrepreneurial teams have wide latitude to respond to each customer’s specific needs with customized programs. Customers benefit from our global financial strength and capabilities, which allow us to pivot from market to market around the globe and access the best supply chain opportunities.

Communication is essential to any good relationship. We understand the importance of building and maintaining long-term relationships. We support our “local” customers, wherever they may be around the world, and connect them to our global network of paper, packaging, and technology resources. Relationship building means getting to know our customers, understanding their business challenges, and generating insight to address specific product and service needs, maximizing their profit potential.

Our goal is to use our presence globally to bring our customers the right strategies locally.
GDB INTERNATIONAL INC.

Our team delivers in-depth knowledge of export markets and unparalleled customer service. Talk to us today!

- SBS Board (C1S / C2S / Cupstock)
- Coated / Uncoated Free sheet (C1S / C2S Matte & Gloss)
- Silicone Base stock rolls
- White Bond / Color Bond / Offset paper rolls
- Pressure sensitive Paper and Film rolls
- Kraft Bag Paper / Virgin Kraft / Bleached Woodfree rolls
- C2S Cover / Text Rolls & Sheets
- Printed Kraft / Gift Wrapping Paper / Printed Kraft rolls
- Various Other Grades of Paper & Board

Worldwide Supplier of Paper and Board in Prime and Job Lot

GDB International, Inc. • Corporate Headquarters
1 Home News Row, New Brunswick, New Jersey 08901 | Phone (732) 246-3001 • Fax: (732) 246-3004

Warehouse Facilities
461 Ridge Rd., South Brunswick, NJ 08810 • 931 Deeds Ave., Dayton, OH 45404 • 218 Jackson St., Neenah, WI 54956

Sunil Bagaria: sunil@gdbinternational.com
Kyle Koziczkowski: kyle@gdbinternational.com
Pradeep Sudalayandi: pradeep@gdbinternational.com
Howard Schamach: howard@gdbinternational.com
Rajesh Dhir: rajesh@gdbinternational.com
Chris Kennedy Sr: chrisk@gdbinternational.com

VISIT US AT THE LOTTE NEW YORK PALACE, SUITE 5111
Committed to Manufacturing Excellence

Industry leading converters require consistency in their operations and depend on WestRock to deliver. Manufactured with a focus on low product variability, our ReliaKraft™ grades provide the consistency required to help you achieve the efficiency and performance your converting operations rely on.

That’s the ReliaKraft™ advantage.
In fact, new data confirms concern about environmental issues of all kinds — from greenhouse gas emissions, to forest fires, to waste — have increased and our positive environmental story is not well understood even though 65% of consumers who had seen our campaign say that paper and packaging products are an environmentally-smart choice because they are made from trees. So, this year we are allocating more of our budget than ever to telling the story of the paper industry’s commitment to innovate out waste, replant more trees than we use and our recycling positives.

Good marketing evolves and responds to the world around it. Through the Paper & Packaging – How Life Unfolds® campaign, now going on five years old, we are addressing the value of paper products in daily life. But the world has changed, and we are increasingly working to tell our environmentally aware consumers and customers that tree-based products like paper and cardboard boxes of all kinds are also the best environmental choice.

For more detail, be sure to attend the special session on Tuesday, March 17 at 9:00 a.m.: Paper and Packaging Board: Five Years In — Campaign Impact and Accomplishments. In addition to the presentation, a light breakfast will be available.

The American Forest & Paper Association (AF&PA) recognized Seaman Paper Company of Massachusetts, Inc. with a 2019 AF&PA Leadership in Sustainability Award for Energy Efficiency/Greenhouse Gas (GHG) Reduction for their “Let There Be (LED) Light Program.”

“Seaman Paper improved their energy efficiency while driving down costs and improving lighting quality, which can further improve production quality as well as safety in their facilities,” said AF&PA President and CEO Heidi Brock.

Seaman Paper reduced their electricity consumption by over 1.2 million kilowatt hours per year by switching a significant portion of their lighting over to LED. The lightweight papers and decorative packaging supplier used energy conservation incentives provided by their utility to replace existing lighting with LED or specify LED lighting in their converting plants and warehouses in northcentral Massachusetts.

Cost savings from the project offset payment to the utility and are now accrued by Seaman Paper. In addition, the project improved lighting in the facilities, promoting safety.

“We thank AF&PA for recognizing our Let There Be (LED) Light Program,” said Seaman Paper CEO George Jones. “This program greatly improved our company’s energy efficiency and is appreciated by our stockholders, employees and customers.”

The 2019 AF&PA Sustainability Award winners were selected by a judging panel of sustainability experts from the American Council for an Energy-Efficient Economy; the College of Natural Resources at North Carolina State University; GreenBlue; Quad Packaging; Two Sides; and the U.S. Department of Energy.

Seaman Paper reduced their electricity consumption by over 1.2 million kilowatt hours per year by switching a significant portion of their lighting over to LED.

Core Paper is proud to announce that 2020 marks the 50th year its president, Gene Cohen, has worked in the paper industry.

However, Cohen says it’s not so much about past history, but more so recent developments that have taken place at Core Paper in terms of growth and business strategy.

“In the last five years, Core’s growth has been beyond expectations,” Cohen said. “And not only domestically but worldwide. We have overseas reps, warehousing coast to coast in the U.S., and an ever-changing platform of purchasing paper from various outlets, especially mills. It’s been amazing.

“Over the past few years we’ve modified how and who we market to,” he added. Core Paper specializes in buying excess and/or obsolete paper and paperboard inventory in all grades of printing or industrial grades in rolls and sheets. The Pennsylvania-based company works with paper mills, publishers, printers, newspapers and a number of other outlets. To learn more, visit www.corepaper.com.

Core Paper’s President Gene Cohen Begins 50th Year in the Paper Industry

99.99% Jam Free® Guarantee

Boise Paper delivers performance you can count on. We guarantee Boise® X-9®, Boise® ASPEN®, and Boise POLARIS® papers will perform jam-free in your high-speed digital equipment at least 99.99% of the time.

BoisePaper.com |
Paper
Beyond
The Limits

Global Partnership
Local expertise with a global presence, spanning over four continents in the pulp and paper industry.

Creative Solutions
Blending 23 years of paper roots with our engineering background.

Local Expertise
Presenting the strength of a consolidated local approach for unique business models.

Get in Touch
During Paper 2020,
Visit us at The Lotte New York Palace, Suite 3725
Please contact Rachel Combs 617-932-9909

www.cartonsa.ca

The most creative ideas for paper

CARTONSA
International Paper Names Sophie Beckham as Its First Chief Sustainability Officer

Sophie Beckham will lead the company’s recently announced Vision 2030, which demonstrates its commitment to building a better future for people, the planet and the company.

“Customers, investors and employees depend on us to be leaders in environmental stewardship and to strengthen our people and communities; appointing a chief sustainability officer is the next step in our continuing progress,” said Mark Sutton, IP’s Chairman and CEO. “Sophie is uniquely qualified to lead the pursuit of our Vision 2030 goals and drive sustainability efforts that create value for all of our stakeholders.”

Beckham will lead the development and execution of the company’s sustainability strategy, including efforts to integrate the Vision 2030 goals into the strategic, operating, people and financial plans across the company’s global businesses. Through these goals, International Paper will advance its contributions to the circular, low-carbon economy while building on its commitments to its people and communities.

“This is an important time for International Paper, and I’m extremely excited to amplify our ambition to be among the most successful, sustainable and responsible companies in the world,” said Beckham.

Beckham joined International Paper in 2013 to manage the company’s forest stewardship and sustainability efforts.

Cartonsa Targets Growth in Food and Beverage Packaging Extrusion

Cartonsa announced that due to the shift in the increasing global packaging market — mainly paper and board — the company is developing solutions to meet customer demands. Cartonsa’s aim is to meet the requirements for sustainable fiber-based packaging while keeping cost-efficiency and performance at the forefront.

Bolkar Adiyaman, President of Cartonsa, explained, “Customer expectations are changing due to innovative technologies, social trends, demographic change, urbanization and orientation towards wellness. A culmination of these changes is having an impact on the packaging of food today and will also have an impact in the future.”

New product launches, acquisitions and expansions are the key strategies adopted by Cartonsa to ensure its growth in the export markets.

“Our engineering background and knowledge in the export markets have played a key role in positioning ourselves in food packaging and specialty paper grades,” Adiyaman said. “As a leading exporter of specialty paper products to Europe and the Middle East, Cartonsa works closely with specialty paper mills in North America and offers various grades of FDA-certified paper for direct food contact, food processing and wrapping.”

Cartonsa’s diversified product lines include baking papers, grease resistant papers, paper for flexible packaging and many others.

“We are planning to invest in new generation extrusion machines to provide single and multi-layer barriers for food, beverage, insulation and health care sectors,” Adiyaman noted. “Our new venture will target paperboard that could be coated or laminated either single or double sided, opening up an abundance of new possibilities. Importantly, with our new extrusion coating machine we will target cups for hot and cold beverages and food tray applications in Eastern Europe.”

Adiyaman emphasized that Cartonsa is focused on the development of sustainable products through emerging technology. "The application of new technology is our goal to enhance the quality in the flexible packaging segment. We work diligently with our suppliers to accommodate the growing consumer demand. Our aim is to create a biodegradable alternative made partially or entirely of renewable sources that offers equivalent or better characteristics than pure polymer blends."
THREE GENERATIONS OF CONVERTING EXCELLENCE

Safety | Quality | Efficiency

The Norkol family is proud to serve as the converter-of-choice in the Midwest for over 50 years. We pursue behavior-based safety to ensure your products are delivered efficiently.

CONVERTING

Norkol’s nine converting machines have capacity for a full range of paper and paperboard products with rolls and sheeting options. Our mill-certified programs produce over 1000 tons per day.

GET A QUOTE TODAY!

Call us to discuss program converting solutions, resizing of existing inventories & customer converting needs.

708.531.1000

WAREHOUSING

Using our 450,000 sq. ft. of warehousing space, we excel in managed program business and just-in-time services. Cross-docking, same day, and next day shipping available via inbound and outbound rail service.

CONVERTING@NORKOL.COM  WWW.NORKOL.COM

GREATER CHICAGO | GREATER DALLAS | GREATER HOUSTON | LONGVIEW, WA
Prime Converting Corporation (PCC) announced the installation of a Cameron MT 24 130” Rewinder. This is the company’s eighth and largest rewinder, with a rated capacity of 6,000 fpm.

Bob Nielsen, owner and president, said, “With eight rewinders, five sheeters, two guillotines and a large roll saw, this new machine will add another ninety tons per day of converting capacity. With quick turnarounds, the new addition will enhance our Just-In-Time supply methodology.”

As the largest converter on the West Coast, three of PCC’s rewinders are capable of cutting ribbon rolls for the tube and core industry from 2” and up. Two other rewinders are capable of kraft counter rolls and narrow slitting down to 1/2”.

In addition to the new machine, PCC’s grade mix has diversified. Containerboard is still a core grade (liner, medium, white top, bag kraft) as well as printing papers which includes offset, coated freesheet, LWC, SC, Label, SBS, CCNB and CCNK. Chipboard supply has grown much larger this past year serving the printing and slip sheet industries. PCC is stock- ing a sizable inventory of these prime quality grades.

The converting facility is 141,000 square feet with a 9 rail car siding on the BNSF and 23 truck bays.

Located in Rancho Cucamonga, California, Prime Converting is centrally located to reach anywhere on the West Coast and beyond. PCC’s markets include Los Angeles, Northern California, Arizona, Las Vegas and Northern Mexico. The company can also do large brokerage transactions anywhere in the world.

After traveling the world for 40 years, the Nielsen family is familiar with most paper and paperboard mills and also import rolls and sheets when the quality is acceptable and prices are competitive.

Bob Nielsen noted that the company has been running on PaperSoft for the last 25 years, a software that is industry specific for paper. “The in- ventory tracking, scanning, genealogy and EDI integrates the information to our mill suppliers and customers alike to add convenience and precision to every order.”

For further information about Prime Converting Corporation, visit: PrimeCC.com

Schlafly Brewery Works with WestRock to Implement New Paperboard ‘Can Collars’ to Replace Plastic Rings

St. Louis-based Schlafly Brewery, working with paper-based packaging producer Westrock, said they’ve come up with a sustainable alternative to the plastic rings that hold their 6- or 12-pack cans together.

“We call them can collars,” said Will Rogers, head of marketing for Schlafly Brewery. “Essentially, they’re wet strength cardboard with a laminate, so they can go in and out of coolers, get a little bit of moisture on them, and they’re still pretty tough too.”

Rogers said the brewery started testing the recyclable cardboard can collars in small phases, and when they realized how well they stood up to handling, the maker of craft beer was all in.

The brewery started testing the recyclable cardboard can collars in small phases, and when they realized how well they stood up to handling, the maker of craft beer was all in.

“It has been something in the works for a while. We go to trade shows and have looked for alternatives, things that are cost-effective and actually work,” Rogers said. “We came across it and started to utilize it for a little bit and when we saw that it worked and it stood up going through a full supply chain from the brewery to your grocery stores, we said we have to integrate it into everything we use.”

And as Rogers pointed out, the card- board collars are made from 15% recycled materials, “So, it’s just another great notch in the right thing to do.”
225,000 sq. ft. of Converting and Warehousing

Featuring 2 Marquip Paperboard Sheeters - All paperboard grades from 8 pt. to 52 pt., lengths 17” to 80”, widths 11” to 65”, core sizes 3” to 16”

Rewinding and slitting on 5 rewinders up to 143” width, core sizes 3” to 16” - All paper and board grades, from 12 lb. tissue to 52 pt. board, as well as woven and nonwoven grades, plastic, PVC and film

Real-time inventory management with full integration to SAP and EDI systems

Rail delivery directly into Bengal - 16 truck loading docks

Strategically located close to the ports of Philadelphia, Newark and Baltimore

24/7/365 production and customer support
Midwest Converting announces that it has been busy aligning its operational platform to better support customers in the fluctuating and unpredictable market. The company has launched a new website showcasing Midwest and core values in the market, completed its second slitter rebuild, installed another large format sheeter, increased converting and warehouse capacity, and also continued to improve food safety initiatives.

According to Rob Srebalus, President of Midwest Converting, the most important addition to his company’s business enhancements has been its procurement and supply chain programs. “We demonstrate how effective procurement and supply chain programs can deliver a sustainable competitive advantage with emphasis on delivering the market high service levels, diversified products, and matching inventory to match supply and demand trends,” Srebalus explained.

“Here at Midwest Converting we understand the dynamics that make up the markets we serve and have a deep understanding of the difficulties our industry experiences on a daily basis.”

Srebalus noted that procurement and supply chain programs are becoming more important to businesses each day. “Supplier value means much more than delivering great products. You must also have the operating flexibility and capability to meet the end user’s supply and demand requirements on a consistent basis. We proactively listen to our customers and their customers, understand their individual requirements, and then develop programs that are successful fulfilling both their expectations in quality, cost, and service levels,” he said.

“Our strategy is to further align our operational platform to effectively deliver the best services for our clients and their customers.”

Rob Srebalus, President, Midwest Converting

Copamex is pleased to announce that its paper mill in Monterrey, Mexico, Copamex Industrias, has obtained certification under the FSSC 22000 food safety standard for its Specialty paper products for food packaging.

FSSC 22000 is an International, ISO-based food safety standard approved by GFSI (Global Food Safety Initiative) that ensures a facility is in compliance with the safety requirements of packaging for food contact.

Copamex is vertically integrated for the production of recycled fiber, containerboard and corrugated boxes. The company sells over 500,000 tonnes per year of paper and corrugating products made on seven paper machines at three paper mills.

Copamex’s ventures also include a chemical products plant, a flexible packaging plant and an innovation center for paper research and development. Copamex is vertically integrated for the production of recycled fiber, containerboard and corrugated boxes.
From direct mail and door hangers to ballots and beyond, International Paper has a winning stock for every election season print job, all backed by a time-tested platform of reliability. Request your free copy of the 2020 International Paper Election Season Voter Guide to learn more about our suggested stocks for a variety of applications this election season — and to put each candidate to the test.

try.accentopaque.com/voter-guide
As previously announced in the fall of 2019, ND Paper is in the process of injecting investment capital to improve the asset quality of its mills in Maine and Wisconsin in 2020.

“We have four mills, three of which were built more than 100 years ago,” explained Ken Liu, Group Deputy Chairman and CEO for ND Paper. “By focusing on high-return strategic investments, we are building world class, first-quartile mills that deliver innovative, high quality products for our customers.”

**Rumford Division**

At the Rumford, Maine facility, the pulp dryer and all three paper machines will undergo significant upgrades.

- R9, the pulp dryer at Rumford, will take downtime in the first quarter of 2020 for a rebuild to increase pulp production.
- R10 machine will pause operation in late-March to install a new headbox and shoe press, as well upgrade the forming section. Upon restart, these improvements will enhance product quality, as well as increase capacity and productivity.
- R12 machine will convert production from printing and writing grades to focus on specialty packaging products.
- R15 machine will take an extended outage in the summer months for the installation of a new shoe press. This addition, combined with calender enhancements completed in 2019, will transform the machine into a top quartile producer of C1S and printing grades.

ND Paper noted that the upgrades on R10 and R15 will increase production output to effectively absorb R12’s exit, and Rumford’s printing and writing papers capacity will be the same post-conversion with two machines as it is currently with three.

**Biron Division**

ND Paper also expects to complete the conversion of the B25 machine from lightweight coated mechanical papers to recycled linerboard and corrugating medium in the first quarter of 2020.

---

**A. J. Schrafel Paper Corp. Upgrades Server at New York Office**

A.J. Schrafel Paper Corp. has further galvanized their operation’s communication and web presence with the upgrade of their legacy server to a new Cisco system. The upgrade was completed in January with the assistance of the dedicated team at Papersoft, a renowned platform for the package manufacturing industry.

According to A.J. Schrafel, the improved speed of the system will allow the company’s New York headquarters real-time monitoring of their sheeting operations which in turn will help the customer service team offer clients shorter turnaround times on production orders.

Schrafel Paperboard Converting, located in West Haven, Connecticut, continues to stock prime grades of virgin solid bleached sulfate as well as high quality recycled chipboard and clay coated material to be cut to specification by their Marquip double-fly sheeter. The company’s goal of the new decade is to expand their niche in the packaging supply chain by offering competitive expertise and resources.

The Schrafels — Richard, Robert, Andrew and Douglas — will be present at Paper2020.
THANKS FOR PUTTING THE PAPER IN CASE PAPER

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.

casepaper.com  888.CASE.1ST (888.227.3178)

NEW YORK  CHICAGO  HIGH POINT  DALLAS  MIAMI  PHILADELPHIA  LOS ANGELES
Domtar Earns 2019 AF&PA Sustainability Award for Sustainable Forest Management

The American Forest & Paper Association recognized Domtar with the 2019 AF&PA Leadership in Sustainability Award for Sustainable Forest Management for their Promoting Sustainable Forest Management for Landowners project. This is the second consecutive year AF&PA has honored Domtar for their sustainability advancements.

Through their project, Domtar addresses certification challenges for small landowners in their southern U.S. wood procurement region, ensuring a greater supply of certified fiber to their pulp and paper mills to meet growing customer demand. As a founder and supporter of the Appalachian Woodlands Alliance, the company engages hundreds of small landowners in Kentucky, North Carolina, Tennessee and Virginia in responsible management of their woodlands. Domtar also helped 220 landowners across Arkansas, Louisiana, Oklahoma and Texas achieve certification for 628,000 acres of woodland through the Four States Timberland Owners Association.

“We are proud to invest in certification programs and associations to help landowners and meet the needs of our customers,” said Domtar President and CEO John Williams. “Thank you to AF&PA for recognizing our efforts to increase and improve responsible fiber sourcing.”

The 2019 AF&PA Sustainability Award winners were selected by a judging panel of sustainability experts from the American Council for an Energy-Efficient Economy; the College of Natural Resources at North Carolina State University; GreenBlue; Quad Packaging; Two Sides; and the U.S. Department of Energy.

Tim Hess Promoted to CEO of Pixelle Specialty Solutions

Pixelle Specialty Solutions has promoted Timothy R. Hess to Chief Executive Officer. Hess has served as President of Pixelle since 2018, when the company was created through private investment firm Lindsay Goldberg’s acquisition of Glatfelter’s Specialty Papers Business Unit.

Prior to 2018, Hess served as Senior Vice President and President of Glatfelter’s Specialty Papers Business Unit after advancing through assignments of progressive responsibility in technical, operations, sales and marketing, and general management. He joined Glatfelter in 1994.

Hess earned a Master of Science degree from the Institute of Paper Science and Technology and a Bachelor of Science degree from the United States Military Academy at West Point.
Pressure Sensitive Films
Adhesive Free Cling Films
Polyester Synthetic Papers
Overlaminate Films
Application Tapes & Premasks
Premagnetized Papers
Carbonless Papers
Laminating & Mounting Films
Extruded Capping Films

For FREE samples, contact samples@nekoosa.com today.
The growth of paper recovery for recycling in this country over the past twenty years is an environmental success story — and something the American Forest & Paper Association (AF&PA) continues to work on every day.

AF&PA has always worked to promote increased paper recovery for recycling by creating and distributing materials to educate consumers about the best paper recycling practices, such as which kinds of paper and paper-based packaging are recyclable; making sure paper products are clean and dry before they’re placed in the recycling bin; and how to determine what to shred before recycling and what can go straight into the recycling bin.

The paper industry has achieved record-setting paper recovery rates for recycling, but AF&PA also recognizes the U.S. recycling system is faced with challenges that begin at the bin.

We are engaged on many levels to promote increased paper recovery to help meet demand for mill-quality recovered fiber. This involves many challenges and AF&PA, along with our members and industry groups, participates in several initiatives to accomplish visible results.

**REMADE**

AF&PA members are engaging with researchers at the University of Miami College of Engineering through the REMADE project. This innovative research focuses on improving the efficiency of single-stream recycling by identifying ways to reduce contamination of paper in collection streams and materials recovery facilities (MRFs).

Another REMADE project supported by AF&PA members comes from MIT, which is designed to analyze the system-wide economic and environmental implications of changes in recovery for fibers.

REMADE is a USA Manufacturing Institute public-private partnership with the U.S. Department of Energy. It brings together leading universities and companies to work on early-stage applied research and development of clean energy projects that are considered critical to the nation’s manufacturing competitiveness.

**Fibre Box Association (FBA)**

AF&PA and our members are partnering with FBA to eliminate misperceptions about the recyclability of paper-based packaging. Residential e-commerce packaging is in everyone’s home and most of that packaging is corrugated boxes.

Together, AF&PA and FBA are helping to increase the amount of those old corrugated containers recycled in the home. This is being tackled head on by creating partnerships with organizations like The Recycling Partnership to increase residential infrastructure for recycling and by developing new consumer education materials on how to properly recycle boxes that can be used across the industry.

One misperception about the recyclability of paper-based packaging is that pizza boxes are not recyclable. AF&PA and FBA have taken the lead on an effort to promote the recyclability of pizza boxes. Our goal is to create a common understanding that pizza boxes are not recyclable. AF&PA and FBA have taken the lead on an effort to promote the recyclability of pizza boxes. Our goal is to create a common understanding that pizza boxes are not recyclable.
Since 1932, Roosevelt Paper has dedicated itself to the needs of our mill partners, maintaining the highest standards of service and integrity and building strong relationships based on our performance. If you have job lots or side trim to sell, call Genny Chira at 856-303-4219 or David Kosloff at 856-303-4202.

The Recycling Partnership
One of the ways AF&PA is investing to increase and improve recycling across the nation is by supporting The Recycling Partnership. This partnership provides funding—often in the form of matching grants—to build community recycling infrastructure and improve consumer recycling education.

The Recycling Partnership is a dynamic industry collaboration focused on systematically and measurably improving curbside recycling in the U.S. Working with community and industry partners nationwide, the partnership creates public-private partnerships to improve recycling.

RECYCLE Act
AF&PA is working with Congress to promote increased federal funding for consumer recycling education. Senators Rob Portman (R-OH) and Debbie Stabenow (D-MI) introduced the Recycling Enhancements to Collection and Yield through Consumer Learning and Education (RECYCLE) Act of 2019. The RECYCLE Act will educate consumers on the right ways to recycle and is one of the best ways we can increase the quantity and quality of paper in the recycling stream.

Looking Ahead
The paper recycling industry is evolving, and it is important that AF&PA continues to work to promote recovery of more mill-quality fiber.

Providing grants to fund recycling education programs is a positive step in working to dispel recycling myths, discourage “wishcycling” and arm consumers with the resources they need to contribute to the U.S. paper recycling success story.

AF&PA’s Recovered Fiber Sector helps ensure a continuing, expanding domestic supply of mill-quality recovered fiber to help meet global demand, demonstrates industry leadership in a key sustainability area and advocates for market-based recycling policies. We will continue to raise awareness about the importance of recycling, educate policymakers and other key stakeholders about the success of the voluntary fiber recovery infrastructure and provide tools and resources to help communities, schools and businesses start or improve paper recycling programs.

Nekoosa Cut Vinyl Portfolio Merges Popular Products

All of the Nekoosa cut vinyl products are now combined into one convenient portfolio! GMI (Graphic Materials International) is now combined with RTape’s VinylEfx® Metalized Vinyl line to make the Nekoosa Cut Vinyl Portfolio. The revamped portfolio includes 26 colors and textures of VinylEfx and 38 colors of GMI – nine of those being reflective vinyls.

VinylEfx is an eye-catching, reflective and glittering metalized vinyl used for cut-lettering applications and printed graphics. Available in both an indoor and outdoor series with a permanent adhesive, VinylEfx can be printed on with UV and Eco-Solvent wide format inks to create P.O.P. graphics.

GMI is a high gloss film with excellent stability. Soft in nature, these films will conform to curved or flat surfaces, making them perfect for die cutting graphics and lettering.

Products are available through distributors around the United States and Canada. A full list of distributors can be found on Nekoosa’s website, nekoosa.com. Request your FREE sample at samples@nekoosa.com.

About Nekoosa
Nekoosa Coated Products acquired IGI Corp. of New Jersey in April, 2013 to form Nekoosa. Nekoosa and Sentinel Capital Partners, a New York based investment firm, partnered in November, 2017 to support continued growth through new product introductions and acquisitions.

Nekoosa most recently acquired Catalina Graphic Films in March 2018. Nekoosa now represents the RTape, Catalina Graphic Films, Mojave Digital Media, Clingz, MagneCote, and CET Films brands. Their expertise spans coating, converting, and custom plastic extrusion with a product offering that includes application tapes, carbonless papers, specialty synthetics, pressure sensitive films and capping films.

Western Paper Company
grow with us

One Roosevelt Drive  Mount Laurel, NJ 08054
Mt. Laurel, NJ 800-523-3470 · Chicago 800-323-1778
Cincinnati 800-354-9829

www.rooseveltpaper.com  gchira@rooseveltpaper.com
Purchasing Fax: 856-642-1930
Norkol Inc. is betting big on a culture of behavior-based safety. In October 2019, 20-plus year employee, Martin Kolinski, stepped into the role of CEO to guide the next generation under a new vision of safety, quality and efficiency.

Kolinski’s previous role as the President of Norkol Converting has since been filled by Scott Ruhland. Ruhland’s 35 years of manufacturing experience is studied with examples of continuous improvement and safety. “In my experience, a culture of behavior-based safety leads to better quality outcomes for customers. By ensuring the safety of our employees, we also ensure the safety and quality of customer product.”

Kolinski noted that since Ruhland accepted the position in January 2020, he’s seen enthusiasm for the new model of process discipline. “It’s exciting when I see employees who have been with us since the early 80s, eager to participate in designing new ways of working together.”

Like many in the paper industry, Norkol’s business model has changed significantly over the past decade, maturing from a foundation in spot buying and converting, to mill merchant and program converter.

“Really, this indicates a shift in the market needs,” said Chief Sales Officer, Tony Nanna. “The mills have gotten better and better at what they do and Norkol is excited to serve as a partner in delivering outstanding service to our customers, and to our suppliers.”

Journey Freight International announced that it has opened an office in Chicago. The new location follows the successful establishment of a sales office in Kansas City, Kansas.

With over 20 years of experience, Journey Freight is a globally positioned third party logistics company with numerous offices in the U.S. and Canada and agents readily available to provide assistance to clients’ individual transport requirements.

Handling a volume of over 50,000 FTL and LTL annually, Journey Freight says it remains committed to offering personalized service.

The company is a privately owned family business operated by the De Filippo brothers — Brian, Michael and Steve — who insist that each client receives a dedicated, responsive account manager able to provide essential services, from rate inquiries to the processing of shipments.

“Complimentary to this personalized service, we offer online options that allow our clients to follow their shipments as well as submit rate requests,” said Brian De Filippo, President of Journey Freight.

“This user-friendly advantage is the result of an investment and the implementation of an advanced transport software system in 2019.”

De Filippo emphasized that with strategically placed offices in Canada and the U.S., along with a strong carrier presence in all major ports, Journey Freight strives to be a leader in the transport industry.

“Whether it be truck, inter-modal, air or sea, we will ship your world,” he stated.

At Catalyst – a Paper Excellence company, we supply a cleaner, safer, virgin fibre choice for food grade papers, with a recognized sustainable manufacturing profile. Our line of Bistro Food Grade papers will exceed your product requirements for smoothness, printability and reliability, and we offer customizable solutions as well. Check out our Bistro Line including bag grades in bleached and natural, waxing, laminating and many other food grade papers.

Learn more at www.catalystpaper.com
Cepi announced that according to preliminary figures, European paper and board production has decreased by 3.0% in 2019 compared to the previous year. European Paper Industry countries covered by the data are: Austria, Belgium, Czech Republic, Finland, France, Germany, Hungary, Italy, Netherlands, Norway, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Sweden, and the United Kingdom.

European paper and board production follows the 2019 EU economy downward trend, in contrast with a significant uptick in market pulp production as a result of export market demand, Cepi noted.

2019 saw new capacities coming on stream, and upgrades of existing ones, but closures and lower production operating rates dragged down paper and board production. This downward trend was observed in all the top paper and board producing countries.

The slowing down of the EU’s economy in 2019 — from 1.9% in 2018 to 1.1% in 2019 — combined with global instability and trade tensions, impacted the European paper and board consumption, which recorded a 4% decline.

**Paper and Board**

Domestic paper and board deliveries in Europe went down by 2.6% compared to 2018, while imports declined by 3.9% according to preliminary figures. Paper and board exports grew by close to 0.9%.

Contrary to previous years, packaging paper and board production remain relatively stable in 2019, unable to offset the on-going decline of graphic grades.

The overall production of graphic grades — newsprint and printing & writing papers — fell by more than 8.0% in 2019.

**Tissue**

The production of sanitary and household papers registered a limited growth, +1.0%.

**Pulp**

Total pulp production (integrated pulp, plus market pulp) increased by 0.8%. It was over-performed by market pulp production which jumped by 6.1%, as a result of recent massive investments in new capacities. This growth in production is driven by the export market demand. Similarly, exports of market pulp jumped by close to 40% in 2019 according to Eurostat.

To respond to this higher demand, the European paper industry has invested significantly to increase the production of market pulp and further implement the bio-refinery concept. These investments combine higher efficiency in raw material use and the production of highly innovative bio-based products, besides market pulp.
Roosevelt Paper Adds Seventh Rewinder at Alsip, IL Plant

Roosevelt Paper Company announced that it has added a seventh rewinder to its in-house converting family.

The newest Catbridge Slitter/Rewinder was installed at Roosevelt’s Alsip, Illinois plant and is a 100-inch wide workhorse that comes with a 72-inch finished roll diameter and is capable of 6,000 fpm.

“This machine can handle a broad range of material types, widths and tension range capabilities, making it fast, versatile and another example of our advanced converting operation,” said David Kosloff, President of Roosevelt Paper.

The investment of the new rewinder is a part of the Roosevelt Paper’s continued commitment to both its printing and packaging customers.

Verso Introduces ‘Influence’ Coated Paper Promotion

Verso recently introduced a promotion for its No. 3 coated paper, Influence®, titled, “30 Years of Influence. Made for Life.”

Influence is designed to perform on web offset or rotogravure printing presses, is available in a variety of basis weights and finishes, and offered with chain-of-custody certification and recycled content. It is ideally suited for printing applications including publication covers, catalogs, magazines, brochures, direct mail and custom publishing that is targeted to a particular audience or type of consumer.

“Influence is made in America’s northern heartland at our Quinnesec and Michigan mills, allowing us to service printers with such as Chicago, Minneapolis and Detroit, allowing us to service printers with better lead times, greater availability and faster deliveries.”

Neenah CEO John O’Donnell to Retire; Julie Schertell Named Successor

Neenah, Inc. announced that John P. O’Donnell will retire as Chief Executive Officer and as a member of the Board of Directors effective on May 21, 2020, and that the Board of Directors has unanimously elected Julie A. Schertell, Senior Vice President and Chief Operating Officer, to succeed him in both roles. Ms. Schertell joined Neenah’s Board in February.

O’Donnell has been CEO since 2011 and joined the Board in November 2010. Prior to becoming CEO, O’Donnell served as Neenah’s Chief Operating Officer and as President, Fine Paper and Packaging.

Ms. Schertell joined Neenah in 2008, and had been President of both the Technical Products and the Fine Paper and Packaging businesses before being named Chief Operating Officer in December 2019. Prior to coming to Neenah, Ms. Schertell worked at Georgia-Pacific Corporation, where she held increasingly responsible leadership positions in Finance, Supply Chain, and Sales and Marketing.

Greif to Sell its Consumer Packaging Group Business to Graphic Packaging for $85 Million

Greif, Inc. on Feb 27 announced a definitive agreement to sell its Consumer Packaging Group ("CPG") business for $85 million in cash to Graphic Packaging Holding Company.

Greif’s CPG business consists of seven converting facilities across the U.S. that manufacture folding cartons for consumer packaged goods businesses. Greif expects to use the proceeds for debt repayment.

“We are pleased with the conclusion of the CPG strategic review process,” said Pete Watson, Greif’s President and Chief Executive Officer. “The sale of CPG allows us to de-lever our balance sheet and optimize capital allocation plans. By divesting these assets, we can refocus our business on our core industrial franchise and our stated strategic growth priorities in Intermediate Bulk Container production and reconditioning and containerboard integration.”

Graphic Packaging’s President and CEO, Mike Doss, said, “We are excited to announce the acquisition of the Consumer Packaging Group business from Greif, Inc. The transaction further diversifies our end-markets and enhances our service capabilities to growing mid-sized consumer goods and food service customers.”

According to Graphic Packaging, the CPG operations produce over $200 million in annual revenue. The business is expected to generate approximately $20 million in annualized EBITDA, including synergies, over the 24-month period after the successful completion of the acquisition.

The companies expect to complete the transaction by March 31, 2020.
The Paperboard Packaging Alliance Student Design Challenge: A Sustainable Future

A big question young generations are grappling with is: “how can we be more sustainable?” This year’s Paperboard Packaging Alliance (PPA) Student Design Challenge (SDC) explores why paperboard is and always has been a part of the sustainable packaging solution.

The 2020 challenge invites undergraduate students to design a packaging toolkit for educators to be distributed by the TICCIT® (Trees into Cartons, Cartons into Trees) program and engage third through fifth graders in an environmental and educational activity that highlights the renewability and sustainability of paper and paperboard packaging.

This year, PPA interviewed our judges to get their perspectives on the paperboard packaging industry and how the SDC can connect students to it. Here is what they had to say:

Brett Wade of Graphic Packaging International marveled at paperboard’s longevity as a top packaging substrate, saying, “It’s a sustainable resource. It’s a great package for today, it’s going to be a great package for tomorrow.”

Bambang Witoradyo of Sonoco Display and Packaging reflected, “I can see that the paperboard packaging industry is going to continue to grow, it’s going to continue to support different products, different brands — and it’s going to need a lot of creative people to be able to execute and fulfill that market demand.”

“Paperboard packaging is pretty diverse, so there’s a lot under that umbrella that can feed a lot of ideas that students have about going to work for a big company, a big industry. So, even though it’s big, it’s very approachable; there are lots of entry points,” commented Pat Shields of WestRock Company on the breadth of opportunities for young talent.

Designing a package from concept to execution provides an unparalleled experience for university students. Winners receive bragging rights, a cash award and the opportunity to present their designs to paperboard industry professionals.

The SDC helps create the important connection of burgeoning talent to paperboard industry professionals.

The SDC can connect students to it. Here is what they had to say:

Since the launch of the consumer campaign, Paper & Packaging – How Life Unfolds®, P+PB has conducted research on consumer and business attitudes and awareness of the valuable paper and packaging products in daily life. “Now, we are packaging this trending data with marketing and business intelligence to help the hard-working sales people in the industry better explain the overall benefits and values of these natural products,” said Mary Anne Hansan, P+PB president.

To access the toolkit, a paper or packaging manufacturer, trade association member, supplier or downstream customer can simply go to: www.paperandpackaging.org/toolkit-request. Industry members will receive an invitation email to activate their access. Once in, they can choose from polished sell sheets, infographics, posters, newsletters, case studies, articles and more. Assets can easily be printed or used in digital formats — whatever best complements sales and customer communications.

It is not too late for universities to sign up for the 2020 challenge! If you know a school with a packaging design program that could benefit from participating, encourage them to learn more about the PPA SDC at paperboardpackaging.org. PPA — a joint initiative of the American Forest & Paper Association and the Paperboard Packaging Council — established its Student Design Challenge in 2005.
India’s Paper Industry Sees Fast Growing Market, Focuses on Energy, Water Efficiency

With a growth rate of 6-7%, India is the fastest growing market in the world for paper, according to the Indian Paper Manufacturers Association (IPMA). However inadequate raw material availability and Government’s policy of extending preferential tariff treatment to import of paper under the free trade agreements (FTAs) has left the industry exposed to cheaper imports hurting domestic manufacturing, experts stated at the 13th edition of PaperTech 2019, a paper industry conference that was held in Hyderabad (Telangana, India).

In a special address, A. S. Mehta, President of IPMA, and President and Director of JK Paper Limited, stated that India represents an island of growth for the global industry. An expanding middle class, urbanization, rise in disposable incomes and growth in print media are providing a boost to consumption of paper in India.

He also noted that lifestyle changes are leading to an increase in packaging levels across different FMCG products, and since paper is environment friendly, fully recyclable and biodegradable, it is preferred over many other materials. Speaking at the conference, Sanjay Singh, Chairman, PaperTech 2019, President, IPPTA, and Divisional Chief Executive, ITC Limited PSID, said that beyond the challenges, India’s paper industry must take advantage of the growing trend to substitute plastic with paper. Domestically, the recent announcement by the Prime Minister about the abolition of single-use plastic has bolstered that opportunity.

“We cannot compare paper with plastic because some of the properties of paper do not match with those of plastic and the cost of plastic differs from that of paper. But in the last few years there has been a huge development in the area of substitution of plastic with paper. The paper industry must take full advantage of this trend,” he said.

In his welcome address, Ganesh Bhati, Vice President, Technical SPB Limited, said that conference’s focus on the latest innovations, energy efficiency, waste and water management and sustainability mirrored that of India’s paper industry. According to IPMA, India’s paper industry has managed to reduce its energy consumption by about 20% in the last five years. Integrated paper mills in India now generate 50-60% of the power they use by utilizing the black liquor from the pulping process. In the first two cycles of PAT (Perform Achieve Trade) scheme of the Government, the paper industry significantly over-achieved the mandated strict targets for reducing energy consumption.

India’s paper industry has also reduced its water usage. Just a few years ago, the industry consumed 200 cubic metres of water to produce one tonne of paper. Currently, India’s integrated mills have reduced that figure to 50 cubic metres. Efforts are continuing, says IPMA, with the goal to reduce water usage down to 35-40 cubic metres.

For the last several years, IPMA has been partnering with CII in organizing PaperTech with the theme of ‘Make Indian Pulp & Paper Industry World Class’ with the support of all the stake holders. The objective is to facilitate continuous improvement of energy, water and environmental performance in the Indian paper industry and help Indian paper mills achieve world class standards.

Streco Fibres announced that 2020 marks its 30th year of building expertise in supply chain management — a strength the company delivers to its customers.

Streco’s President, John Strelitz, reflected on getting started in the business. “We started as a paper broker in 1988 and operated a paper converting plant in Arkansas for 10 years. To adapt to the changes in the industry, our business model evolved into a service oriented company that focused on delivering value through services in supply chain management.”

Strelitz pointed out that Streco works with paper product manufacturers worldwide to achieve a sustainable, competitive advantage by taking on an active role in supply chain management. “Customers enjoy value-added services such as sourcing, financing, and logistics so they have more time running day-to-day business operations and serving their customers,” Strelitz said.

Streco collaborates closely with paper mills globally in promoting their products to untapped markets and fulfilling sourcing needs of existing customers. The company’s financial strength and excellent credit rating help suppliers reduce excess capacity by buying in bulk quantities. The portfolio includes parent rolls of industrial paper, specialty papers, tissue, toweling, and board grades.

During PaperWeek, Streco is represented by John Strelitz, Ken Johnson, Ryan Henry, Mike Plunkett, Mike White, Austin Henry, and Streco’s International Division headed by Angelica Campomanes. All representatives are available for meetings at The Lotte New York Palace.
Think Paper is a media accountability effort spearheaded by the American Forest & Paper Association in concert with AICC-The Independent Packaging Association, Fibre Box Association, Paperboard Packaging Council and TAPPI.

From its digital hub at think-paper.com, the campaign is aimed at challenging some of the most deeply-rooted myths and generalizations that too frequently characterize mainstream — and even trade — press coverage of our industry.

The Think Paper team is monitoring media discourse daily — making strategic decisions about where and when to engage — guided by a commitment to doing the most good with limited time and resources.

As the statement of principles that launched Think Paper notes: “Our goal is to explain to the public — and to remind those who seem to have forgotten — that when you want to think sustainable, when you want to think renewable, when you want to think responsible, when you want to think about the future of the planet, you should think paper.”

The effort soft-launched in 2019 and is looking toward a powerful 2020. Among its early engagements were questionable coverage from CNN, the Wall Street Journal, and the San Francisco Chronicle, among over a dozen other blog posts, op-eds, and letters to the editor. The effort has also published rich digital content, including an infographic on coffee cups, a video animation on corrugated boxes, and a one-page leave-behind graphic on paper bag bans and fees.

In addition to national coverage on topics related to our industry, Think Paper is also engaging with local and regional conversations happening about the future of single use, making sure that paper-based products are not lumped in with other single-use materials, and that our unique sustainability and resource stewardship stories are told.

“When journalists, activists, policymakers and competitors withhold these facts from the public, or willfully confound paper with other materials, it isn’t just our industry that gets hurt,” says the Think Paper mission statement. “When consumers lose confidence in paper products or when politicians impose taxes on their use, the result is less demand for a recyclable and renewable material, and in turn, less incentive for the many thousands of family land owners we work with to maintain and grow their forests.”

In the coming months, Think Paper anticipates diving into pizza boxes, tissue paper, and the changing global market for old corrugated containers (OCC), among other opportunities. A critical avenue for engagement is Think Paper’s presence on social media, especially but not limited to its presence on Twitter. That platform presents a unique opportunity to engage directly with the writers, editors, and policymakers driving the coverage — and more importantly, it provides an opportunity to engage with their readers.

Those interested in getting updates on Think Paper’s efforts can sign up for the newsletter at www.think-paper.com/newsletter. And you can follow Think Paper on Twitter at twitter.com/thinkpaper.

Ahlmstrom-Munksjö Acquires Foodservice Filter Converting Operations in China and U.S. for $11 Million

Ahlmstrom-Munksjö recently acquired converting operations in China and the U.S. from Shunde Lucas and Altior Industries. Through the transaction, Ahlmstrom-Munksjö will have local filter converting capacity in China and a foothold for expanding sales of other products within the Advanced Liquid Technologies business.

Net sales of the acquired operations are approximately USD 7 million and comparable EBITDA USD 2 million annually, meeting the Group’s comparable EBITDA margin target of above 14%. Their product offering of hot cooking oil filters is used in quick-service restaurants and food service operations, mainly in China and the U.S. The combined operations are expected to generate substantial synergy benefits.

The debt-free purchase price is approximately USD 11 million.

“I am pleased that the new foothold in China will facilitate growth for a wide range of our product offering within our highly attractive Advanced Liquid Technologies business,” said Hans Sohlström, President and CEO of Ahlstrom-Munksjö. “This deal will also double the company’s sales in fry oil filters and make us a global leader in this niche business. In the future our ambition is to expand the Advanced Liquid Technologies business even more through organic growth and acquisitions.”
The Finnish Paper Workers’ Union and Finnish Forest Industries came to an agreement on Feb. 10, ending a two-week strike that halted production of one of Finland’s primary exports — pulp and paper products.

An estimated 9,000 Paper Workers’ Union members participated in the strike that began at 6 a.m. on Jan. 27, affecting pulp and paper mills across Finland. Petri Vanhala, the chairperson of the Finnish Paper Workers’ Union, described the new agreement as a cake “with a bit of sand and cream” for both parties.

The agreement will increase salaries by 3.3% over a 25-month period, and increase annual production time of factories by 24 hours through shortening midsummer stoppages in late June, Finnish Forest Industries association said in a statement.

Jyrki Hollmén, the director of labor market affairs at Finnish Forest Industries, said the industry cannot be satisfied with the agreement because it will, at best, maintain the current level of competitiveness and fails to tackle the structural issues of the industry.

“'We cannot be satisfied with the agreement as it fails to improve our competitiveness,” Hollmén said.

Simon Miller Paper & Packaging Appoints Jeffrey Levit as Vice President

Simon Miller Paper & Packaging recently promoted Jeffrey Levit to Vice President. In this role he will implement the corporate strategic plan, build and strengthen relationships with source partners, and develop new customer opportunities working closely with the sales team.

Levit joined Simon Miller as Director of Operations in 2017, bringing with him vast experience in international business, marketing and finance. Applying industry best practices to operations, Levit increased the company’s portfolio offering with innovative solutions serving a diverse range of market segments.

As Vice President, Levit represents the fourth generation of leadership at Simon Miller and will continue growing the company as it reaches its 100th anniversary in 2026.

ND Paper salutes Mike Graves, recipient of the Stanley O. Styles Industry Excellence Award

We at ND Paper would like to extend our heartfelt congratulations to our friend Mike Graves, president of Midland Paper & Packaging, for earning the Stanley O. Styles Industry Excellence Award. We are proud to have Midland Paper & Packaging as a partner in printing and writing grade papers.

ND Paper manufactures high-quality paper products including Glide, Oxford, Orion, Vision, Rumford Offset, Escanaba, Dependoweb, and Consoweb at our integrated paper mills in Biron, Wisc. and Rumford, Maine. These brands boast a well-earned reputation for durability, dependability and consistent performance for a wide variety of applications.

Sustainable paper for everyday life.

Learn more about ND Paper products and our 100-year outlook at us.ndpaper.com.
“Congratulations Mike!
We are all MIDLAND PROUD that you have been recognized for this very prestigious achievement award!”

In a career that has spanned more than thirty five years, Mike has distinguished himself with his charismatic and visionary leadership. He has achieved a high level of success in every aspect of his professional journey. As President and Chief Executive Officer, he has lead Midland’s growth from a regional company into a National company, with more than $1 Billion in sales. Mike has earned the respect of his co-workers, customers, and suppliers.

All of us at Midland Paper are incredibly proud of him for winning the paper industry’s highest award. It is well deserved.

Please join us in congratulating Mike Graves on receiving the NPTA’s Stanley O. Styles Industry Excellence Award. He now joins a legacy of distinguished individuals who, like him, have given so much to the paper industry.
Mike Graves, CEO of Midland Paper, Packaging + Supplies, Earns NPTA’s 2020 Stanley O. Styles Industry Excellence Award

The National Paper Trade Association (NPTA) is pleased to announce that Mike Graves, CEO of Midland Paper, Packaging + Supplies, is the recipient of the 2020 Stanley O. Styles Industry Excellence Award. Mr. Graves’s impact on the industry is marked by his steadfast leadership, dedication to the industry, innovative ideas, strong sense of ethics, generosity and willingness to lend a hand, which make him more than deserving of NPTA’s highest honor.

The Stanley O. Styles Industry Excellence Award 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.

After graduating from University of Iowa, Mr. Graves began his career with Whitaker-Carpenter Paper in 1984 in Chicago, Illinois, serving in a sales capacity for several years. Eventually, Whitaker-Carpenter was acquired by Unisource where he held various sales and management positions until becoming the area general manager for the paper and packaging segments in Illinois at the age of 36.

In 2002, Mr. Graves came to Midland Paper, Packaging + Supplies as the general manager of the Chicago division. He was...
Congratulations Mike Graves
Recipient of the 2020 Stanley O. Styles Industry Excellence Award

Thank you for your dedication to our industry!

MARCH 16, 2020 PAPER2020 CONVENTION DAILY PAGE 29

You deserve to be celebrated for your many years of dedication.

Mike Graves
President of Midland Paper & Packaging
Recipient of the Stanley O. Styles Industry Excellence Award

Mike Graves
soon appointed Chief Operating Officer of the company before becoming President and an equity partner. In his current position as Chief Executive Officer, he now oversees all of Midland’s commercial printing relationships, vendor relationships, the packaging and specialty paper segments and Midland’s 16 distribution facilities. Mr. Graves is credited with being a major catalyst of Midland’s growth and success, going from a regional Midwest fine paper distributor to a national distributor of fine papers, packaging and specialty media.

“Mike has always taken the health and well-being of the paper and packaging industry to heart,” said Jim O’Toole, a principal at Midland Paper, Packaging + Supplies. “Never bashful to call out ‘bad behavior,’ he fiercely advocates for the industry and its people.”

Mr. Graves has also served in industry leadership and advocacy positions including various Merchant Advisory councils and as a member of the NPTA Board of Directors from 2012 to 2016.

Mr. Graves will accept the Stanley O. Styles award on Tuesday, March 17, during the Paper2020 Luncheon in the Villard Ballroom, which is located on the 2nd floor of The Lotte New York Palace.

Donations to honor Mike Graves can be made to the PAPER Foundation 2020 Scholarship Program. For more information on the annual scholarship program or NPTA, visit www.gonpta.com/paperscholarship.
Suite listings as of March 2, 2020. Suite numbers subject to change at the discretion of the hotel.
Verso and high performance papers go hand-in-hand. Year after year, our pressure sensitive face stock, C1S glue-applied face stock and release liner represent many of the world’s most recognized and respected brands. Every day, organizations large and small trust Verso with their critical label needs to identify, track and deliver. We understand that it’s all about product performance, and we’ll be with you every step of the way to ensure our papers perform well on and off the retail shelves, surpassing rigorous quality and performance expectations. Our robust product and technical capabilities translate into label papers with precise quality, consistent reliability and stunning visual impact.

Contact a Verso Sales Representative for more information.
Paper Connects

No matter what life journey you’re on, along the way, our paper is there. Support, inspiration and communication are just some of the everyday ways paper connects us. We’re Domtar Paper. We’re dedicated to discovering, creating and celebrating all the ways paper creates connections.

PAPER.DOMTAR.COM