

Quick Changes

News From

Diversified *Innovative* Products Co.

Volume 22, Issue 1 - Spring 2011

NEW & IMPROVED PRODUCTS!

NEW

End seal for Gallus EM280S



Retainer and liner system for Delta Industrial 10" Press

Liner for Comco Pro-Glide 16" Press w/front splash flap to fit in MFR pan



Paper fountain for Mark Andy 800-7 with drain in corner (MAP800-7C)

Retainer and liner system for Delta Industrial 16" Press

Liner for Aquaflex InstaFlex 16" with drain in back wall



End seal for Cerutti Press

IMPROVED

Moved drain in bottom closer to back on MAL4202-10 liner

Changed back to 24 pt. paper on AFIF-L13 liner



Added ability to tear off corner of splash flap on ROTO-L10 liner

on the inside!

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- Team Members/Contact Information
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Is it time for a Change?

The old way: To start with, we need to buy some equipment and set up a wash-up

station. We need a big sink, lots of water, cleaning solutions, scrubbing brushes, a couple of scrapers, and plenty of rags and towels. Our pressman's time is valuable, he shouldn't waste his time washing ink pans so let's hire someone to come in and wash our metal fountains. Boy, he/she probably isn't going to like that job for very long... we better count on rehiring and training that person often. I wonder if there are more productive jobs they could be doing to help reduce our downtime.

Now let's see...we need something to cart these dirty metal ink fountains on so we can get them over to our wash-up station. The wash-up equipment is going to get ink all over it. We'll have to spend time to keep it clean too. After we have spent lots of time cleaning these ink pans, we can finally get them back to the press.

I wonder where all this contaminated water ends up? We might have to do something about that one of these days. If we have to reprocess all of that stuff, it's going to be expensive. I wonder how much all of this is costing me? That's hard to figure out! I guess we'll never know exactly. **THERE MUST BE A BETTER WAY!**

The NEW way: Now that the job is over, I just need to drain my ink, scrape out the excess ink and plug this paper liner up so I can clean my rollers off. Once that's done, I just drain the cleaning solutions and take the old liner out and replace it with a brand new clean liner. I'm ready to start the next job. It's easy to figure out what that cost me. I'm actually saving money by eliminating all that wasted time and effort to wash metal ink fountains. Now, my wash-up person can help my pressman do other set-up operations so we can get to the next job quicker.

Is it time for you to make a change in 2011? Call us today and talk with us about *Quick Change* Ink Fountain Liners.

On the Road in 2011

We, at DIP Company, are proud to be a part of the dynamic Flexographic Industry. We are also very fortunate to have customers like you who share many ideas with us. We are here for our customers in many ways other than providing the quality products you have come to rely on.



When on the road visiting customers each year, we see a lot of different operations. It is amazing how different plants can be. We see many ways of accomplishing the same tasks and some are more efficient than others. When we see something we think is very efficient, we ask if it is something we can share with other facilities. As a result, we have gathered a vast amount of information about plant

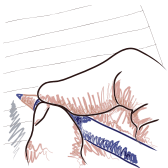
efficiency. We have shared this with customers regularly, both through informal discussion and through participation in Kaizen events. We have also done in-house training sessions for large installations of our Quick Change ink fountains, taking the burden away from supervisors.

Our sales staff will be on the road again in 2011. We will be visiting customers in Arizona, California, Florida, Oregon, Texas, Tennessee, Kentucky, Indiana, Missouri, Kansas, Illinois, Wisconsin, Maryland, Pennsylvania, New York, New England, South Dakota and Colorado. We will also be seeing many of our Canadian customers in Ontario and Quebec.

If we visit your plant this year (and you are interested), feel free to ask what efficiencies we have seen at other plants that might improve your operation. We are happy to share information that we have been given permission to disclose. Likewise, we can do training when we visit your site if arranged in advance.

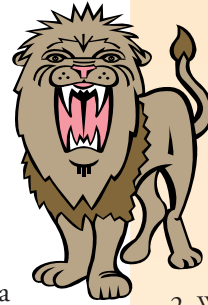
We are all trying to be as efficient as possible. We are happy that our products make your operations more cost-effective. Perhaps our observations can help you in other areas too.

Customer Testimonial



“We, at Quadra Flex Corp., find the DIP system to be advantageous if for no other reason than for faster switch overs from one color to the next.”

Chris Meddaugh, Quadra Flex Corp.



BREAKROOM Trivia

The Month of March

- In the original Roman calendar which month was March?
a. 3rd b. 1st c. 2nd d. 4th
- Which of the Roman gods is March named for? _____
- What is considered the flower for March?
a. pansy b. crocus c. daffodil d. violet
- March has more than one birthstone. True or false?
- Which of these occurs in March, a **solstice** or an **equinox**?
- Complete this saying ‘Mad as a March _____’
- There are several other sayings about March, perhaps the best known is ‘March comes in like a lion and goes out like a _____.’
- Caesar was told ‘Beware the Ides of March’. On what date are the ides?
a. 13th b. 19th c. 15th d. 3rd
- When are the first three days in March considered unlucky?
a. When the wind blows strongly
b. When rain falls
c. When the sun shines
d. When it is unseasonably warm

ANSWERS

- (b) March was originally the 1st month, but when Julius Caesar reformed the calendar it became the 3rd month.
- Mars - the Roman god of war.
- (d) The jonquil is also considered a flower for March.
- True. Chalcedony and aquamarine for courage.
- Equinox. An equinox is when day and night are the same length.
- Hare. The behaviour of hares in the breeding season gave rise to the mad March hare saying.
- Lamb
- (c)
- (b) If rain falls during the first three days in March it is supposed to foretell a bad harvest. Some superstitious farmers wait until the fourth of March before sowing crops. These days are known as ‘blind days’.



Employee Spotlight on Tim Schneider



In this edition of *Quick Changes*, we are spotlighting Tim Schneider, Sales Relationship Manager for DIP Company.

Tim is the newest member of our support team but brings over 20 years of industry knowledge to his position. With hands-on experience in label and ticket manufacturing,

art development and operations management, Tim is a welcomed addition.

The foothills of the Smoky Mountains in East Tennessee are where Tim, Vickie, his lovely wife of 12 years, and two children, Reilly (10) and Ethan (8), call home. Vickie has her own at-home business as a consultant in the medical publishing field which allows her the added benefit of spending more quality time with the kids during the summer months.

Reilly, a 4th grader with straight A's, is very involved in her school's extra-curricular activities. She spends much of her free

time helping others as a Student Council class representative, as well as a member of both the 4-H and Drama Clubs. Ethan is hard at work following in his sister's footsteps. As a mere 2nd grader, Ethan has already found his calling in architecture. On most days after school you can count on him lying on his bedroom floor designing and constructing a new building...out of Lego's!



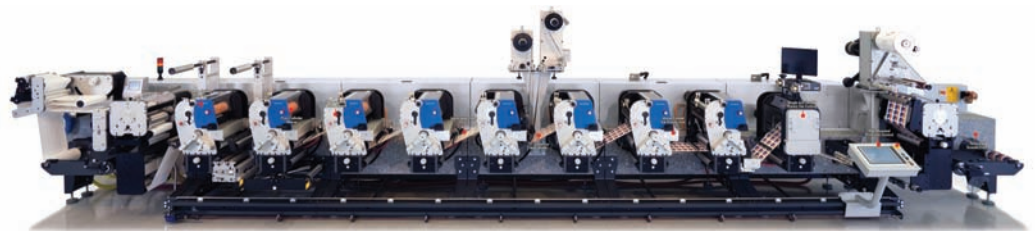
Weekends are always a welcomed relief from the hustle and bustle of the work week at the Schneider's. A typical weekend finds the whole family out enjoying the sights and sounds of mountain activities, taking in a hockey game or just hanging out with friends!

NEW PRODUCT SPOTLIGHT

Gallus Presses with Enclosed Doctor Blade Systems

Over the past few years, Gallus has primarily moved to presses with an enclosed doctor blade system. We have a full product line for these presses. We offer two end seals, one for the EM280S press and a second one for the EM410S, EM510S,

ECS340, RCS330 and RCS430 presses. The only difference between the two end seals is the radius on the end seal for the EM280S is smaller. We also offer drip tray liners to go into the metal or plastic drip tray that comes with the different presses. We have numerous customers using both the end seals and drip tray liners every day. Why don't you look into them for yourself and see how they can save you time and money.



Gallus EM280

Contact your Sales Relationship Manager to request a free sample of any of these products. Please keep giving us your ideas for new products and suggested changes to existing products. Your suggestions help us make products that work better for you!

DIP CO. Team Members



Mark Thompson
President



Theron Johnson
Sr. Vice President



Miles Johnson
National Sales
Manager



Colleen Sullivan
Sales Relationship
Manager



Tim Schneider
Sales Relationship
Manager



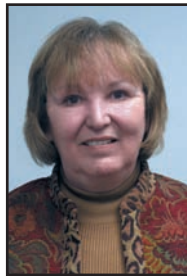
Michael Smith
DIP Engineering
Services



Kevin Kiefer
IMC General
Manager



JoAnn Bohn
Finance Manager



Vickie Mead
Customer Service



Ronda LaDart
IMC Office Manager



How Can We Better Serve You? orders@dipworldwide.com

Do you like the convenience of sending orders by email? DIP has created a new email address for your orders. You may email orders to orders@dipworldwide.com exclusively. The new email address is always monitored during business hours. If you order on our Website www.dipworldwide.com, your orders are automatically sent to the new email address.

SHIPPING GUIDELINES REMINDER

DIP Company would like to thank you for your continued business and remind you of our shipping guidelines. Often, we are able to process orders within a day or two of customers placing them, but we have been extremely busy lately and have been using the allowed time within our guidelines.

SHIPPING GUIDELINES:

- 1-5 cases will ship within 3 business days upon receiving the order.
- 6-15 cases will ship within 5 business days upon receiving the order.
- 16-50 cases will ship within 10 business days upon receiving the order.
- 50+ cases will ship within 10 - 15 business days upon receiving the order.

Please consider these guidelines and the standard shipping time to insure you don't run out of product.

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Vickie Mead

Customer Service

Ronda LaDart

IMC Office Manager

If you know someone who would like to receive a copy of our newsletter, let us know and they will be added to our mailing list.

Visit our web page and order on-line!

www.dipworldwide.com



Washing ink down the sink makes the water hard to drink.