

Quick Changes

News From

Diversified *Innovative* Products Co.

Volume 20, Issue 2 - Summer 2009

NEW & IMPROVED PRODUCTS!

NEW



Liner for Aquaflex Producer 24" press



Retainer for Aquaflex Producer 24" press



Wiper set for Mark Andy XP5000 press



Midsize push-on bottle filter PBF-03

IMPROVED

Modified Nilpeter FB4200 retainers for improved fit



Added ink level lines to AQUA-L10 liner

Added splash flap for PL-10C2000 liner



Added perforation line to splash flap on ARSO-11C2000 liner

Changed material and geometry on Mark Andy LP3000 wiper set



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Celebrating Our 25th Anniversary

Organized in 1984, by Jennings Thompson, DIP Company began its journey into the Flexographic Printing Industry by introducing the first **Quick Change** ink fountain into market for the Webtron 650 press. Sales of the original plastic fountains were slow, and the tooling needed was quite expensive, however, Jenn did not give up.



Our first paper **Quick Change** ink fountain liner was manufactured in 1990 for an Allied 1B-10 press. That year we sold 30 cases for a grand total of 1,500 liners. As demand for this innovative product grew, more and more paper liners were created on an as needed basis for our customers who believed that changeover time was imperative to keeping their presses running and making a profit.

By the year 2000, DIP Company had over 150 different paper liners and has continued to grow at an astonishing rate. In just 10 years, we went from 30 cases of paper liners sold per year to 3,800 cases. The plastic pans were flying out the door at 6,500 cases annually. Today, DIP Company makes 238 different liners for over 130 different narrow web flexographic presses.

In 25 years, DIP Company has sold over 10 MILLION liners and we have over 1,500 customers to thank. Our goal has been to help our customers become more efficient, and keep their presses running cleaner, longer and faster. Many of the liners and products couldn't have been developed without the help and knowledge of our customers. To this day, we still rely heavily on our customers to keep us informed of their needs and production obstacles so we can continue to partner together to help them grow.

New Canadian Distribution Center

The DIP Company is very pleased to announce we are now working with Label Supply located in Whitby, Ontario, Canada. Together, we have arranged a DIP Company products distribution point for our customers located in the provinces of Quebec and Ontario.



Jake Rempel, the president of Label Supply says, "DIP Companies' product line of **Quick Change** Ink Fountains and accessories blends well with the core products and services Label Supply offers to its customers. We look forward to working with the DIP Company in the future to help our customers save time and money."

With this new distribution point, many of our great Canadian customers will now be able to get their DIP supplies faster and cheaper than they have in the past. Label Supply has worked hard to earn their reputation of offering great products at competitive prices along with unmatched customer service and delivery capabilities. In most cases, DIP customers can expect their deliveries within 24-48 hours after placing their order. This is a major improvement from the week to ten days it used to take with product shipping from the U.S.

Another new feature is that new Canadian pricing has been set. The new pricing includes all freight, customs and duty charges. So the product is now delivered to the customer's door for one consistent price. Our hope is to supply our products to many more Canadian printing facilities that used to struggle dealing with freight and brokerage fees when they simply needed small quantities of our products.

DIP Company looks forward to working alongside Label Supply to provide quality and time-saving products in a timely and consistent basis to our Canadian accounts. If you have any questions about our new distribution services or would like to talk about starting to use DIP Company **Quick Change** Ink Fountain systems, please give us a call today.

Super System Special Extended!

Our Super System Special went over so well we have decided to extend it through July 31st 2009. Don't miss this special with up to 40% OFF the set up cost of our "Quick Change" liner system. Call your Sales Relationship Manager today for a custom quote for your press.

Some exclusions apply.

BREAKROOM Trivia

Name that U.S. candy!

1. Which chocolate candy treat was invented by Leo Hirshfield in 1896, and was named with the nickname of his daughter?

- Mary Janes
- Jelly Bellies
- Angel Dreams
- Tootsie Roll

2. Which chocolate-covered candy bar has a crispy peanut butter center, and was named after its founder? His first name was Andrew. It's the ____ Bar!

- O'Henry
- Clark
- Murphy
- Reese's

3. First made by the Charles Miller Company in 1914, and named after Mr. Miller's favorite aunt, this chewy candy's label featured a picture of a little girl.

- Mary Janes
- Lotta Fun
- Pay Day
- Chatty Cathy

4. These small round fruit chews have a hard candy shell and have the letter "S" printed on the outside of each candy. They might have been named for the way they move when poured out of the bag.

- Sweet Tarts
- Snickers
- Crystal Stars
- Skittles

5. These fruit flavored bell-shaped gum drops are sold in a cardboard box and are made by the same company that makes Andes' Candies and Junior Mints.

- Fruit Chews
- Mike & Ike
- Dots
- Berry Bells

6. Which candy bar was named after its creator's horse?

- Snickers
- Hershey
- Mars
- Goodie



- 6. Snickers
- 5. Dots
- 4. Skittles
- 3. Mary Jane
- 2. Clark
- 1. Tootsie Roll

ANSWERS:

Employee Spotlight on Theron Johnson



To kick off the summer, DIP Company decided to put the spotlight on our employees. In each newsletter, you will learn a little bit about a member of our team. Our first spotlight features our Senior Vice President, Theron Johnson.

Theron joined DIP in 1993. He lives on a ranch in Colorado with his two

children Raina (12) and Rider (8) where he raises hay and runs cattle and horses. Between raising a family, working and ranch chores, there's not a lot of time for recreation. But, he does

enjoy riding horseback, skiing, hunting, camping and fishing with his children.

Theron lost his wife to brain cancer a little over



seven years ago and has been a single father ever since. When asked what brings the most joy to his life he says, "Seeing and experiencing things for the first time through my children's eyes."

How Can We Better Serve You?

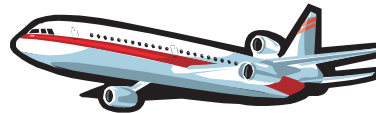
Your Shipping Dollars

Not shipping on your own freight account? We are watching your shipping expenses to keep your costs as low as possible. We compare

Ground versus Freight, FedEx Freight versus

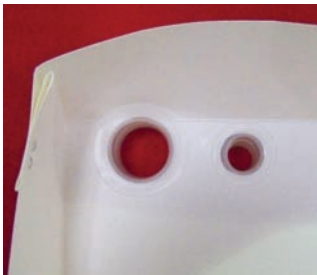
FedEx National and YRC (the merged Yellow Freight and Roadway Freight). On your palletted freight shipments, we pass along the savings.

If you are shipping on your own freight account, you may want to compare your costs to those passed on by DIP Co. It's your shipping dollars.



NEW PRODUCT SPOTLIGHT

Large Drain for DIP Liners



You asked and we listened. We recently completed the design of a large drain for our liners. The large drain spout has an outside diameter of 1.25" and is .5" larger than our current drain. We have a full line of accessories for the large drain including corrugated hose, standpipes and rubber stoppers. It is sonic welded to the paper liner just like our current drain.

We plan on slowly adding the large drain as an option to those liners requested by our customers. We see the large drain providing an advantage when using high viscosity inks or for presses requiring a high volume of ink. Please contact your Sales Relationship Manager if you see an application with either an existing liner you are using or perhaps a new application that needs a liner with a large drain. We look forward to working with you to launch this exciting addition to our product line.

DIP CO. Team Members



Mark Thompson
President



Theron Johnson
Sr. Vice President



Colleen Sullivan
Sales Relationship
Manager



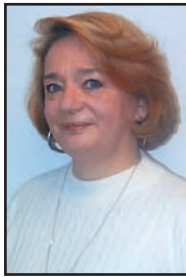
Miles Johnson
National Sales
Manager



Michael Smith
DIP Engineering
Services



Kevin Kieffer
IMC General
Manager



JoAnn Bohn
Finance Manager



Vickie Mead
Customer Service



Ronda LaDart
IMC Office Manager

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 of current
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DIP CO. PAYMENT POLICY

- Freight is not a discountable item. Discount is on the subtotal of PRODUCT only.
- 1.5% finance charge will be calculated on invoices over 60 days.
- 1% discount will ONLY be given on invoices paid within 10 days - 1% 10/Net 30.
- If an invoice reaches 70 days past due, any further shipments will require approval from your DIP Sales Relationship Manager.
- Invoices over 90 days may be turned over for collection.
- Customers with balances over 120 days will become a prepay only account.

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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Finance Manager

Vickie Mead
Customer Service

Kevin Kieffer
IMC General Manager

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



Run Your Presses as Fast as You Can!