

Quick Changes

News From

Diversified *Innovative* Products Co.

Volume 20, Issue 3 - Fall 2009

NEW & IMPROVED PRODUCTS!

NEW



Retainer and liner system for Nilpeter FG3300 and FG4200 presses



Retainer and liner system for Aquaflex 26" LXM press

Retainer and liner system for Cartes digital press



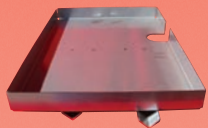
Retainer and liner system for Delta Industrial 14" press

IMPROVED



Modified COM-PGL-22MPWOS liner for improved fit

Changed AQUA-R10 retainer to use V-Channels for mounting



Changed AQUA-R13 retainer to use V-Channels for mounting

on the inside!

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EXTRA! EXTRA!

Read All About It!

Over 10 Million Sold!

That's right. DIP Company has sold over 10,000,000 disposable ink pans! When Jennings Thompson started DIP Company over 25 years ago, he never dreamed we would reach such a landmark. Nor did he think we would employ 14 full-time people, have our own dedicated manufacturing facility or sell 100's of thousands of disposable ink fountains per year.



How have we managed to obtain these "McDonald's-like" numbers? By providing a quality product that saves enough time to more than justify the expense. Using DIP Company products is a no-brainer, really. As many of our over 1,500 customers have told us time and time again, the time savings of not washing pans pays for the liners many times over each year. In addition, every year, customers tell us they are able to reduce clean-up staff and liquid waste, sell parts washers and decrease water and electric expenses by using our products. They also increase ink shelf life using some of our filtration devices. Saving money on short runs with our low volume pans increases savings even further. Lastly, our drip trays save countless hours of needless clean-up time.

Other companies are noticing what we do as well. For instance, Mark Andy liked our low volume pan idea so much they incorporated a low volume pan into their new press. We work with all the press manufacturers to provide you with up-to-date pan designs and improvements on OEM fountains.

10,000,000 disposable pans is just the beginning for DIP Company. We will be serving you for many years to come with new innovations and products. Thanks to you, our customer, for helping us reach this company landmark!

Controlling Our Costs

DIP Company and its manufacturing arm, IMC Company, are constantly working to keep our costs under control to avoid increasing the prices of our disposable ink pans, drip trays, wipers or any of our other products. We know you depend on our products having the quality you have come to expect and at a reasonable price. As a result, we have not increased our prices for 4 years! How is it that we have not increased our prices for 4 years? By doing all of the following:

- We have negotiated discounted payment terms with our vendors.
- We have negotiated volume discounts with our vendors and are ordering in bulk whenever possible.
- We have expanded our business horizontally and now do our own plastic injection molding.
- We have taken over all raw material ordering ourselves.
- We have changed paper vendors.
- We send your orders of 6 cases or more via freight.
- Small order shipping rates are compared and sent via the least expensive means.
- We manage our inventories to “Just-in-Time” (JIT) practices.
- We run our injection molding machine after peak hours.

In other words, we are doing many of the things you do to ward off price increases. Kevin Kiefer, our Production General Manager says, “We are constantly looking for ways to offset the ever increasing cost of doing business in a way that still provides the same quality products that our customers deserve and are accustomed to.”

Here’s to no price increase again in 2010!

HAPPY HOLIDAYS!

As another year comes to an end, we reflect back on what a very interesting and hard year it has been for all of us. Nearly everyone has been impacted in some sort of way by the downturn of the economy. In a sense, it reminds everyone how truly important their family and friends are. Over the years, we have come to know many of you not only as business acquaintances, but as friends. Thanks to your friendship, help, support and knowledge throughout the years, DIP Company was able to celebrate its 25th anniversary this year!

With heartfelt gratitude, all of us at DIP Company and IMC would like to extend our sincerest best wishes for a safe and happy Holiday Season to you and your family.

Take Advantage of HUGE Savings During Our Winter Promotion! Now through the end of 2009



Order before December 31st to take advantage of this special offer!

ORDER 3 CASES OF PAPER LINERS/PLASTIC FOUNTAINS AND CHOOSE 1 FREE ITEM!

- Drip Trays**
1 case of 50
- Stir Sticks**
1 case of 250
- Rubber Stoppers**
1 bag of 10
- Ink Spatulas**
1 case of 120
- Push-on Bottle Filters**
1 bag of 100 (Available in three sizes)

Printed on recycled paper.

Call today to place your order!
952-888-5991

Or order online at www.dipworldwide.com

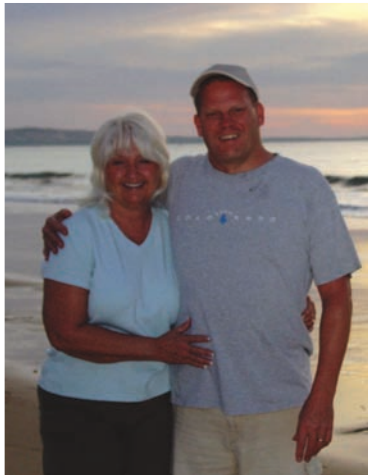
*Must request promotion when ordering. Promotion ends December 31, 2009. These cases can be any combination of plastic and paper fountain. One free item per customer.

**PROVIDING INNOVATIVE PRODUCTS FOR THE FLEXO-GRAPHIC PRINTING INDUSTRY FOR OVER 20 YEARS!



Run Your Presses as Fast as You Can!

Employee Spotlight on Mark Thompson



Mark and his wife Kathy

In this edition of *Quick Changes*, we are spotlighting Mark Thompson, President of the DIP/IMC Companies.

Mark joined DIP Company in 1987 after his father, Jennings Thompson, had started the company in 1984. Mark and Jenn continued to work together, growing the company until Jenn retired the summer of 2000.

Mark and his wife Kathy live in Eden Prairie, which is a southwestern suburb of Minneapolis, Minnesota. They live alone, yet there are very few times they are alone in their home. With six adult children, their spouses, eleven grandchildren (number twelve due in December) and one great grandchild – most of whom live in or near the Minneapolis/St. Paul area – their home is rarely empty!

When Mark isn't working or spending time with the grandkids, he likes to try and get a round of golf in. He also likes to fish,



The "little" grandkids

work outdoors and explore new areas of the country when he and Kathy have time to get away. They enjoy traveling together and have been to many countries over the years, although they still have a list of many places they would like to visit someday.

Still, their favorite thing is to watch, interact and enjoy their grandchildren and see how each one grows at different rates and have their own individual skill sets. Mark says, "It is quite a sight to see all of them together; we are truly blessed to have the opportunity to watch them grow and, at times, try and bring wisdom into their lives".



The "big" grandkids

NEW PRODUCT SPOTLIGHT

Nilpeter FG3300 and FG4200 Presses

Nilpeter recently introduced their new FG3300 and FG4200 presses. According to Nilpeter, "The FG-Line combines maximum flexibility with superior print quality to deliver lean flexo combination printing. The advanced gearless sleeves are lightweight, easy to handle and eliminate the need for repeat change adjustments. The dual servo-drive technology provides precise registration and unsurpassed print quality."

We have DIP Company's *Quick Change* liner systems available and in stock for both the FG3300 and FG4200 presses. We worked with Nilpeter on the design and testing of the retainer and liner system. We incorporated a baffle into the paper liner so you don't need to clean the metal baffle that comes with the press. The plastic wiper holders that come with the press work with our *Quick Change* liner system.

If you are considering buying one of these terrific presses, like a couple of our customers already have, please give us a call so you will have your *Quick Change* liner system in hand when your new press arrives.



NR FG-3300



NL FG-4200

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 Kiefer
IMC General
Manager



JoAnn Bohn
Finance Manager



Vickie Mead
Customer Service



Ronda LaDart
IMC Office Manager



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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Michael Smith
DIP Engineering Services

Jennings Thompson
Special Projects

JoAnn Bohn
Finance Manager

Vickie Mead
Customer Service

Kevin Kiefer
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!