

PAPER 2013 Convention Daily

M O N D A Y , M A R C H 1 8 , 2 0 1 3

Schedule of Events

(all meetings and events are being held at the Fairmont Chicago)

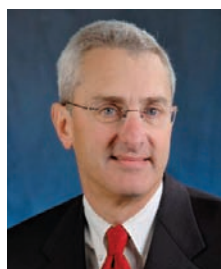
MONDAY, MARCH 18, 2013

- 7:00 a.m. – 5:30 p.m.
Paper2013 Registration
Paper2013 Convention
Daily Desks
P'13 Lounge
Moulin Rouge Room, Lobby Level
- 8:00 a.m. – 4:00 p.m.
Official Hospitality Suites Open
- 10:30 – 11:00 a.m.
Paper Check-off Information Session
"Investing in our Future – The Paper Check-off"
(open to all Paper2013 registrants)
Ambassador Room, 2nd Level
- 4:00 – 5:30 p.m.
Industry Leadership Session
(suites closed)
Sponsored by Domtar
International Ballroom, 2nd Level
- 5:30 – 6:30 p.m.
Paper2013 Reception
(open to all Paper2013 registrants)
International Ballroom, 2nd Level

TUESDAY, MARCH 19, 2013

- 8:00 a.m. – 4:00 p.m.
Paper2013 Registration
Paper2013 Convention
Daily Desks
P'13 Lounge
Moulin Rouge Room, Lobby Level
- 8:00 a.m. – 12:00 p.m.
Official Hospitality Suites Open
- 12:00 – 2:30 p.m.
Paper2013 Luncheon
Sponsored by Graphic Packaging and International Paper
International Ballroom, 2nd Level
- 2:30 – 6:00 p.m.
Official Hospitality Suites Open

Opportunities Abound in Chicago



David Scheible,
Chairman, AF&PA



Don Clampitt,
Chairman, NPTA

On behalf of the American Forest & Paper Association (AF&PA) and the NPTA Alliance, we are honored to welcome you to Paper2013.

This annual event is where our industry meets. This year in Chicago, the theme is *Passport to Op-*

This year's program focuses on the opportunities in emerging markets, and business and demographic trends that affect the paper and paper-based packaging industry.

portunities. Paper2013 will provide a number of opportunities to gain new perspectives, share insights and network with fellow paper industry executives.

This year's program focuses on the opportunities in emerging mar-

kets, and business and demographic trends that affect the paper and paper-based packaging industry.

Over the next two days, company suites are open so we can check in with key clients and suppliers and connect with existing and potential new business contacts.

Thank you for joining us at Paper-2013. We look forward to sharing the experience with you.

David Scheible is President & CEO of Graphic Packaging International, Inc.; and Don Clampitt is CEO, Clampitt Paper Company.

Extended Producer Responsibility – A Solution Seeking a Problem

AF&PA – States are looking for new legislative ways to divert waste from landfills, for both environmental and economic reasons. A growing trend to address municipal solid waste and recycling is called extended producer responsibility (EPR).

EPR is a policy that would shift total financial responsibility for the "end-of-life" recovery of packaging and printed paper from the municipality to the manufacturer or brand owner.

EPR is a policy that would shift total financial responsibility for the "end-of-life" recovery of packaging and printed paper from the municipality to the manufacturer or brand owner. This means that the companies who produce and/or use the printed product (magazines, newspapers, catalogs, packaging of consumer and durable goods etc.) and/or the companies who use that

packaging for their products would pay the costs of collecting that same packaging for either recycling or disposal.

EPR can take one of four forms at the state level: 1) product-specific legislation; 2) framework legislation; 3) solid waste management plan; or 4) executive order. In 2013, Iowa, Maryland, Massachusetts, New Mexico, New York, and Rhode Island introduced solid waste management/recycling and EPR legislation.

The paper and paper-based packaging industry recognizes the importance of recycling and diverting materials from landfills, which is why it has spent considerable resources to build a market-based infrastructure to recover and recycle its own products. The industry continues to inform and remind legislatures of its recycling commitment. More than 60 percent of paper consumed in the U.S. has been recovered for recycling in each of the last three years, exceeding 66 percent in



2011. The industry's recovery rate far outpaces all other commodities in the municipal solid waste stream.

The goal of EPR — to increase recovery rates and reduce the amount of recyclable products going to landfills — is commendable. However, serious concerns exist regarding the practical implementation of any specific product stewardship

(continued on page 6)



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INTERNATIONAL  PAPER



Ariva Introduces New Wide Format Print Media Product Portfolio

Ariva recently announced the introduction of a broad, new portfolio of wide format print media products. The new offering — which includes both Ariva private label and brand name products — offers OEM-quality performance on leading print platforms for a range of wide format applications, from a single, trusted source.

Developed based on input from commercial and corporate print professionals, the new product line-up provides a single-source solution for customers looking to capitalize on today's exciting wide format printing opportunities. All Ariva wide format media products offer tested compatibility with leading print platforms. All are available for next-day delivery from 23 Ariva locations in the U.S. and Canada.

The new wide format product portfolio includes:

New Ariva brand products that offer OEM quality, plus the advantage of direct-from-manufacturer efficiencies. These new products run the gamut — from photo papers, roll up films, backlit films, and fine art media to pressure-sensitive graphic media, polyester fabric banner media, and more. Many products are compatible with aqueous, eco solvent,

solvent, latex, and UV ink systems.

Market-proven products from MACtac®, including the reliable Rebel™ print vinyl and pressure-sensitive films for wall, window and floor graphics. MACtac offers great technical and application support for all of their graphic products.

All Ariva wide format media products offer tested compatibility with leading print platforms.

Key value-added elements of the new wide format offering are the resources and expertise available to help Ariva customers select the right products and achieve optimum results. New web resources include easy-to-use product application guides and printer profile and settings information. Online ordering capability maximizes speed and convenience.

“Just as we have for digital print media, Ariva is committed to being the ‘best in class’ provider of products and expertise for wide format printing,” said Mark Shaneyfelt, Ariva Vice President of Marketing. “Our new wide format portfolio is evidence of that commitment, combining an exceptional breadth of top

quality products for high-demand applications with stellar customer service. The result is a complete solution that helps Ariva customers open new doors of opportunity and profitability in today's rapidly growing wide format print marketplace.”

For more information, contact David Field, Marketing Manager, Wide Format, at david.field@ariva-now.com.

Ariva®, a business of Domtar Corp.,

is a leading provider of products and solutions that help organizations communicate and collaborate more effectively. Ariva builds on its rich heritage as one of North America's premier sources for high-quality paper, packaging, and graphics supplies. Ariva is a leader in sustainable paper solutions, with FSC, SFI and PEFC Chain of Custody Certification. The company has 23 locations throughout North America.

...Responsibility

(from page 1)

program or EPR framework. In particular, this approach could result in damage to the effective infrastructure that currently exists to collect and recycle paper and paper-based packaging materials.

The paper and paper-based packaging industry supports voluntary paper and paper-based packaging recovery efforts and remains focused on improving the existing recovery and recycling programs in communities across the United States. The free flow of recoverable commodities within the voluntary recovery system has resulted in a reduction in the amount of paper products go-

ing to landfills from more than 40 million tons in 1990 to less than 20 million tons in 2011. Policies that result in governments imposing strict mandates, penalties, and/or fees intended to improve recycling rates are counterproductive.

You can help the paper and paper-based packaging industry defeat or amend future EPR legislation by participating in industry-hosted events. Our goal is similar to those proposing EPR and programs like it: to maximize commodities recovered for recycling. But where paper is concerned, EPR is a solution in search of a problem.

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Norkol, Inc. Celebrates 45 Years

Norkol, Inc. was founded in 1968 by Norb Kolinski and has grown into one of the largest independently owned converter, distributor and sales groups of commercial printing paper and paperboard in North America. With plants in Chicago, Illinois; Dallas, Texas and Newark, Delaware, as well as sales offices in the states of Washington, Pennsylvania and Tennessee, Norkol has partnered with and provided innovative solutions for mills, merchants, end-users and printers throughout the paper industry.

National Sales Manager, Mike

Kerr, stated, "Our product is paper and our business is service. We have an inventory of over 20,000 tons, 700,000 square feet of warehouse space and state-of-the-art rewinding and sheeting equipment, along with experienced professionals that provide paper for immediate delivery when you need 'paper in a pinch'."

Kelly Callahan, President of Norkol, Inc., stressed that in an age of environmental consciousness, Norkol is SFI, FSC and PEFC certified. "We embrace environmental awareness. The individual certifications, which require significant effort and

cost, allow us to contribute to the sustainability effort and meet the demands of like-minded customers and suppliers," he said.

"With almost a half century of experience, we understand and respect the needs of our customers."

– Kelly Callahan, President,
Norkol, Inc.

Michael Maloy, President of Norkol Converting, commented, "In our competitive market, state-of-the-art equipment for sheeting and rewinding is essential to provide our customers with the highest quality finished product available." An example of such was within eight weeks of Norkol Converting's installation of a Marquard Ward United 1650 Sheet Wizard at the Northlake,

Illinois plant, production doubled.

"Much of that is attributed to the versatility of the Sheet Wizard, which is equally adept at sheeting sandwich wrapper kraft as SBS board," Maloy noted.

Norkol Converting has also added the Roll Razor — a completely robotic roll finishing system, which addresses all roll sizes while maintaining mill roll structure. "This is another step in our continuing commitment to create an exceptional finished product," Callahan added. "With almost a half century of experience, we understand and respect the needs of our customers that involve things such as inventory management, excellent converting, and timely order fulfillment, all with the ability to accomplish these tasks with superior attention and care by experience professionals."

National Envelope Appoints Jim Pinto as President and COO

National Envelope, an affiliate of The Gores Group, announced the appointment of Jim Pinto to President and Chief Operating Officer.

"Jim Pinto is the right person to lead National Envelope to a new era of success.

He is a pragmatic, solid leader and National Envelope is fortunate to have him at the helm," said Tim Meyer, Chairman of the Board of National Envelope and Managing Director for The Gores Group. "His operational experience in commodity type environments and extensive knowledge of the industry, combined with his track record of success helping businesses reach their potential make him an incredible asset."

Pinto joined National Envelope in 2012 as Chief Operations Officer. He has previously held executive roles in industrial manufacturing companies, responsible for billion dollar supply chain organizations, and most recently served in the position of Global Vice President of Operations and Supply Chain Management with Atkore International, a divestiture of Tyco International.

"Today's envelope and direct marketing communications industry requires a forward-looking vision, and we are entering a new phase in National Envelope's ongoing transformation," said Pinto. "Commercial and operational excellence are critical components for both transformation and success, and we're looking forward to positioning National



Jim Pinto

for growth. I'm proud to be a part of this exceptional organization, and as we begin a new year, I look forward to continuing to work with our team members to execute a revitalized strategy."

Prior to joining Atkore, Pinto was President and Chief Executive Officer at Clyde Union LLC, which supplies engineered industrial pump systems to the oil & gas, nuclear power, and water industries globally. In addition, he spent over 20 years in progressive roles within Textron Inc., a multi-industry business serving the aerospace, automotive, financial, and industrial markets. His positions included Vice President & General Manager as well as Vice-President of Integrated Supply Chain.

Pinto earned an MBA from Sacred Heart University in Fairfield, Connecticut. He and his wife reside in St. Charles, Illinois, with their two children.

National Envelope is the largest privately-held manufacturer of envelopes in North America. The company is an environmental leader in the paper and envelope converting industries with certifications from the Forest Stewardship Council (FSC), Rainforest Alliance, Sustainable Forestry Initiative (SFI), Programme for the Endorsement of Forest Certification (PEFC), and Green Seal. The organization is also an EPA Green Power Partner. For more information about National Envelope, please visit www.nationalenvelope.com.

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Congratulations to

David S. McGehee
Mac Papers

Recipient of the

2012 Stanley O. Styles
Industry Excellence Award

NPTA Honors David S. McGehee with Its 2013 Stanley O. Styles Industry Excellence Award

Award ceremony to take place during the Annual Luncheon in the Fairmont's International Ballroom

NPTA is pleased to announce that David S. McGehee, President of Mac Papers, is the recipient of the 2013 Stanley O. Styles Industry Excellence Award, NPTA's highest honor.



David McGehee

"David McGehee and the Mac Paper family have truly distinguished themselves with their active engagement with customers and suppliers, coupled with equal amounts of integrity and enthusiasm for our business," said NPTA Chairman Don Clampitt of Clampitt Paper Co.

McGehee began his 40-year career in the paper industry working in the warehouse of Mac Papers, during high school. He returned to the family-owned, fine-paper distribution firm in Jacksonville, Fla., after graduating from college in a sales position. McGehee advanced to General Manager of the Montgomery Division in 1979, then Vice President and Regional Manager in 1982. As President of Mac Papers and Mac Paper Envelope Converters, a position held since 2006, McGehee is directly involved in purchasing, sales, marketing and the day-to-day operations of the company's 22 branch locations.

As a trustee of the Paper and Plastics Education Research (PAPER) Foundation, McGehee serves as a liaison between NPTA and the University of North Florida (UNF) in Jacksonville on research and promotion in support of Papinet, the global electronic standards initiative for the paper and forest products industry. Researchers at UNF have also produced cost models, sustainability and other industry-related papers for NPTA members.

McGehee was also a co-founder and past chairman of NetPrint, an alliance of privately-owned paper distributors. "With our combined resources, the NetPrint members can compete on a national scale while maintaining our independence," said McGehee.

McGehee currently serves on the board of Two Sides U.S. and has also participated in and chaired merchant advisory boards over the years.

"David has been instrumental in the expansion of Mac Papers and Mac Paper Envelope Converters," said nominator David Milleman of Mac Papers. "He is passionate about our industry and a natural leader."

Milleman also cited McGehee's

ability to attract the best suppliers to Mac Papers and implement innovations in the areas of marketing and sales as professional accomplishments.

Equally rewarding to his professional successes to McGehee is his community involvement. At the Church of Christ, where he has been a life-long member, McGehee serves as a Deacon and Chairman of the pre-kindergarten program. For more than 25 years, he has also been a benefactor and active volunteer for the Mayo Clinic in Jacksonville.

"David McGehee and the Mac Paper family have truly distinguished themselves with their active engagement with customers and suppliers, coupled with equal amounts of integrity and enthusiasm for our business."
— NPTA Chairman Don Clampitt of Clampitt Paper Co.

"I am surprised, humbled and most appreciative," said McGehee. "As the third generation in paper distribution, I am passionate about the business. My brother, cousin and I have been fortunate to work in areas that we are interested in and surround ourselves with people much more talented than we are."

"Mac Papers is a family-owned company. I feel as though I am continuing and honoring our family legacy with my work," said McGehee. "Being able to pass this opportunity to the next generation in our family is really gratifying."

The Stanley O. Styles Industry Excellence Award presentation will take place during the Annual Luncheon, which begins at 12:00 p.m. today in the International Ballroom at the Fairmont Hotel.

Donations to honor McGehee can be made to the Paper and Plastics Education Research (PAPER) Foundation 2013 Scholarship Program.

The National Paper Trade Association, founded in 1903, is the association for the \$50-plus billion paper distribution industry. The mission of NPTA is to actively support the success of member firms through the delivery of networking, education, advocacy and industry trends focused on the health of the paper distribution channel. For more information on the annual scholarship program or NPTA, visit www.goNPTA.com.

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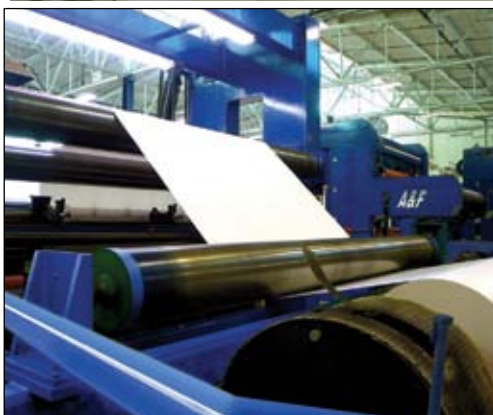
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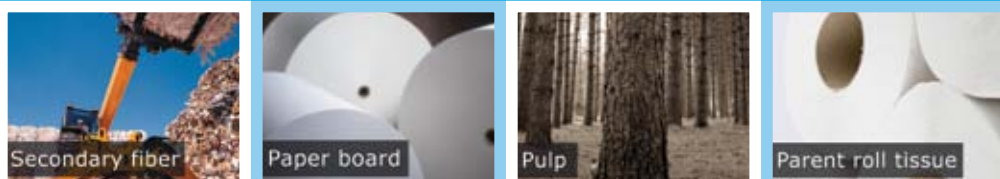
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Cascades Receives the Prestigious Korn/Ferry – Les Affaires Award

Cascades Inc. was the recipient of a "Phare" Award presented by Korn/Ferry – Les Affaires, organizers of the prestigious contest that recognizes corporate governance and social responsibility.

For the past 11 years, the event has honored companies and boards of directors who stand apart for ethical practices and excellence in corporate governance. This year, the judges decided to look at corporate governance specifically in regard to social responsibility. Cascades beat out the competition, capturing first prize in the "Corporate" category.

"We are very proud of this acknowledgement," said Alain Lemaire, President and CEO of Cascades. "At Cascades, we believe that all orga-

nizations have a moral duty to be socially responsible, that is, to take concrete steps toward incorporating social, environmental and economic issues into their operations.

"As you may know, we have quite a history in this area. Sustainable development and social responsibility are an integral part of our mission, vision and management philosophy," he added.

The panel of judges acknowledged Cascades' stellar performance, highlighting its three-year sustainable development plan, which is based on the results of a broad consultation of all the company's stakeholders including clients, suppliers, employees, shareholders, local communities and environmental groups.

RISI Global Paper Market Trends and Forecast Session

On Tuesday, March 19, RISI's Vice President of World Graphic Papers, John Maine, and Vice President of World Packaging, Ken Waghorne, will host a session on the global market trends and forecast for printing-writing paper, paperboard, and recovered papers. The session will take place at 10 a.m. in the Crystal Room at The Fairmont.

RISI will present its two-year forecast for end-use markets, demand, supply, trade and profitability. The impact of technology on paper demand over the next two years will be presented. A new emphasis on recovered paper will be added this year, along with the unique ways in which recovered paper avail-

ability and price will drive trends in packaging and paper. The growing dominance of Asia in the global marketplace as both a supplier and consumer of paper and packaging, as well as Asia's role as the main driver of demand for recovered fiber, will be presented. A discussion on the outlook for mill profitability in North America will incorporate the influences of technology, Asian supply growth, operating rates, and rising mill cash costs.

This session is open to Paper2013 Full Convention Registrants only. To participate, visit the registration desk located in the Moulin Rouge room.

NPTA Provides Rebranding Sneak Peek at Paper2013

NPTA, the association for the paper distribution industry, is pleased to provide a sneak peek of its new logo to attendees at Paper2013.

NPTA, which is 110 years old, continues to grow and is an important source of industry information and networking opportunities for the paper distribution channel. The new brand highlights NPTA's relationship with the paper distribution industry and future forward-looking goals through a modern and professional look and feel.

"We are excited about this new look and believe the logo affirms the paper distribution channel's continued relevancy in the digital era," said NPTA CEO Kevin Gammonley.



"The blue and green triangles represent both a stack of papers and arrows indicating the growth and stability of NPTA."

The logo and full rebranding will be applied to all NPTA collateral, including the website and print material, in the coming months.

The National Paper Trade Association, founded in 1903, is the association for the \$50-plus billion paper distribution industry. For more information about NPTA, visit www.goNPTA.com.



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Streco Fibres Continues to Provide Financial and Market Solutions

The paper industry continues to face changing conditions in the marketplace and producers are faced with the task of matching supply to demand. It's not an easy job and the unpredictability of the market makes it even tougher.

According to John Strelitz, President of Streco Fibres, his company's mission is to help bring a balance of supply and demand to these unpredictable markets.

"Streco continues to work with its suppliers to fill machines when orders are needed as well as find new sources for their customers when supply is tight," says Strelitz. "Streco's business model helps bring the best value possible to customers through stocking programs, extended terms, next day delivery and favorable pricing. Our model helps suppliers keep their production schedules full, sell in new markets and mitigate credit risk."

"As we move forward, our goal is to continue to help paper mills out-

source their sales and grow their markets, as well as to enhance their customers' cash flow and business growth. I encourage mills and converters to contact our sales representatives," Strelitz said.

Streco Fibres is based in Virginia Beach, Virginia and also operates a Tissue and Toweling division in Cleveland, Ohio. The company employs seven sales representatives who specialize in supplying Kraft, Specialty Papers, Linerboard and Tissue and Toweling to converters in the U.S. and overseas. Inventory programs, made-to-order tonnage, and on-time deliveries are cornerstones of Streco's business.

During Paper2013, Streco is represented by John Strelitz, Ken Johnson, Mike White, Ryan Henry, Pat Edwards, Mike Plunkett, Mike Maruca and Angelica Campomanes. All are available for meetings and can be reached through the hotel switchboard at the Fairmount Hotel.

Case Paper's New Machines Accelerate Production

Celebrating its 70th anniversary, Case Paper continues to invest in new machinery to expand its converting services and increase production for quicker turnaround times for its customers.

The Philadelphia plant just bought its fourth precision sheeter and its third from Maxson Automatic Machinery Company. The new machine will have four shaftless unwind stands for both fine paper and board and will have an extended delivery section capable of handling large format sizes. Deliver and installation is projected to be May, 2013.

Case Paper is also investing in a new custom-built slitter/rewinder. This slitter/rewinder will be 86" wide and will be able to perform up to 20 cuts and go as narrow as two inches. The new machine will not only increase production, but it will also better serve Case Paper's customers looking for fast, reliable converting at any volume.

"We have always believed that an increasingly competitive market requires substantial inventory and the ability to convert within 24 to 48 hours," says Robin Schaffer, President of Case Paper. The newest investments follow up last year's installation of a second new sheeter by MarquipWardUnited in Chicago last summer. With these new capabilities, Case Paper continues

to pride itself on delivering quality products quickly with one-to-one sales and customer service.

Case Paper (www.casepaper.com) began operations in 1943 in New York City, and since then has opened facilities across the US. Of its eight current locations, the largest production facility is in Philadelphia, with 720,000 sq. ft. of warehousing and converting. The most recent satellite location expansion was last year's addition of Case Paper Dallas, located in Arlington, Texas, with a 20,000 sq. ft. facility.

Fox Converting Expanding Capacity with New Sheeter

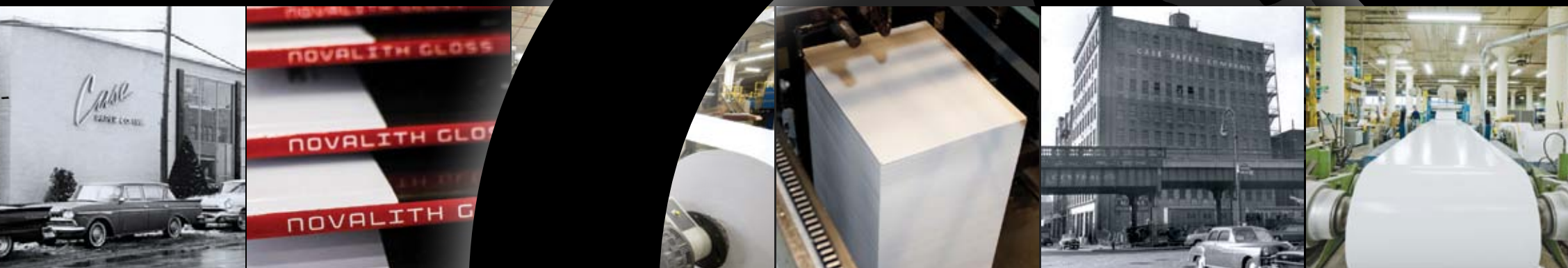
Fox Converting announced that it is bringing a new, large sheeter online, which will enable larger sheeting capabilities at the company's facility in Green Bay, Wisconsin.

The new equipment opens up many possibilities, Fox said, from numerous unwind stations to forming areas, and thicker, wider, and longer, sheeted final products.

Fox Converting provides high quality roll to roll coating, flexo printing, laminating, sheeting, printed paper and foil bag manufacturing, and process development, and continually focuses on both product and process development.

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AF&PA Urges 113th Congress to Act on Postal Reform

With losses of nearly \$16 billion in fiscal year 2012, and deficits mounting at the alarming rate of \$25 million per day, the U.S. Postal Service (USPS) is facing an unprecedented set of financial challenges. The 112th Congress adjourned in December 2012 without any action on postal

reform that will be required to return financial viability to the USPS. USPS leadership cannot wait indefinitely for legislation and has begun a wide range of cost-cutting measures, which include closing post offices and mail processing facilities, and has recommended terminating Saturday delivery. In the absence of coordinated efforts by Congress and the USPS, the likely result will be a patchwork of short term measures that do not enable long-term financial stability and may instead further accelerate the mail volume shift to electronic alternatives.

Since 1971, USPS has been a self-supporting government agency whose business model was designed to cover its operating costs with postage-paid revenue, but this model is broken. Shifts toward electronic communication and business transactions and flawed financial obligations imposed by Congress in 2006 have combined such that USPS is projected to become insolvent in 2013.

This is an alarming set of circumstances for the paper industry, as both communication papers and packaging papers have a huge stake in the success of the USPS. Nearly one-third of printing paper and a



With losses of nearly \$16 billion in fiscal year 2012, and deficits mounting at the alarming rate of \$25 million per day, the U.S. Postal Service is facing an unprecedented set of financial challenges.

significant volume of packaging materials are delivered through the USPS mail and package delivery network. The mailing industry is responsible for 8.7 million jobs and more than \$1 trillion in sales revenue, or 7 percent of GDP. Businesses big and small, from large retailers to online shops, depend on the USPS as the most affordable and reliable mechanism to deliver packages, medicine, bills and statements, and to advertise services to every household in America, six days a week.

In February, USPS announced its

plan to unilaterally eliminate six-day mail delivery: a short-sighted response with questionable financial savings that puts mailing industry jobs at risk. Package delivery will continue, which is a partial victory for the industry and recognition from USPS that package delivery is an important source of revenue.

In addition, USPS has begun implementing cost reduction efforts that do not require legislation. Since 2006, USPS has reduced its annual cost base by approximately \$15 billion and reduced the size of its career workforce by 168,000 or 24 percent. In the wake of continuing losses, the USPS is considering additional cuts throughout its retail, delivery and mail processing facilities.

Despite the cost reduction efforts led by Postmaster General Patrick Donahoe, USPS continues to operate with inflexible business model requirements that hinder its ability to be self-sufficient and can only be changed through comprehensive postal reform legislation by the 113th Congress. Key questions that loom ahead include:

- Will Congress finally agree to make the billions that have been overpaid into the Federal Employ-

(continued on page 18)

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Intercon Paper Implements Change for Sustainable Growth

Intercon Paper announced that it has made some strategic changes within its business operation to enhance profitability and ensure sustainable growth. The most dramatic change has been within the company's organization, along with the restructuring of internal departments.

"We have expanded our sales offices and ensured that our organization is ready to take on additional business growth," said Intercon's President, Roy Rodriguez. "Recently, we have also expanded into additional warehouse space and we

currently have the luxury of having two rail spurs that can service our converting facility, putting us in a unique situation to take on more rail capacity."

Intercon also has plans to expand its converting operation by adding additional equipment. "The most exciting of all is that our business is still growing and we still have capacity to add on additional converting volume with our existing equipment, which will support the growth of our business units," Rodriguez added.

JM & Company Becomes JM Search

JM & Company announced that it is now JM Search. More descriptive and up-to-date, the executive search company changed moniker is accompanied by its new tag-line, "Delivering the Exceptional."

"While our name and tagline are new, we have always prided ourselves on delivering exceptional management candidates and exceptional service to our uncompromising clients," said Chad Pilling, Vice President. "That hasn't changed since 1980, and will continue to be the mission with our valued Public, Private, Private Equity, Venture Capital clients."

According to Pilling, JM Search provides clients with the means to grow, while continuing to grow itself.

"As we've enabled our client firms to grow by delivering candidates with the entrepreneurial vision and

leadership skills necessary to create shareholder value, it was time to embrace our own growth. JM Search's superior performance and retention records have made us the number one retained executive search firm in the Philadelphia area and among the top 30 nationwide," Pilling noted.

And Pilling said much has changed since JM launched in 1980. "We've grown to 10 partners and an additional 25 employees. What hasn't changed is our commitment and success in delivering exceptional leaders who accelerate growth and maximize shareholder value in the paper and packaging industries."

For further information about JM Search and its services, please visit the company's new website www.jmsearch.com.

... Postal Reform

(from page 16)

- ment Retirement System (FERS) for postal employees available for the USPS to use of other purposes?
- Will Congress grant the USPS the flexibility and freedom it needs to better shape its infrastructure in a way that more appropriately and cost-efficiently meets the nation's changing postal needs?
 - Will Congress enact some provision that could compel significant postal change in the event that the USPS doesn't get there on its own?
 - Will Congress and the President enact a law whose benefits will be long-lasting, or will this be just another short-term fix that soon will make postal reform a matter of congressional discussion and debate yet again?

AF&PA will continue to protect member interests by working with lawmakers and USPS leadership to

explain the supply-side implications of possible changes, and to advance long-term solutions that we believe will be required for a sustainable USPS. AF&PA is actively engaged with USPS leadership to seek solutions and is encouraging the 113th Congress to make comprehensive postal reform an urgent priority.

"Congress has a unique opportunity to help retool a major American institution to be more cost effective and create more, rather than fewer, opportunities to serve their end customers and the mailing industry on which the USPS depends," said AF&PA President and CEO Donna Harman. "While the situation facing USPS is difficult, it's not hopeless. It is, however, going to become increasingly important for all parties to come together to create a viable solution that considers what everyone has at stake."

Midwest Converting Provides Strategic, Game-changing Approach to Adding Value

“Because of the challenges facing today’s paper industry, there is no better time or greater opportunity to build a platform for a contract converting strategy,” says the President of Midwest Converting, Rob Srebalus.

“Commodity markets, while always fluctuating, have become more unpredictable. With volatility a likely constant, increased flexibility for the commodity market like the paper industry is a necessity to operate more effectively,” Srebalus said.

“Finding new ways to create value and differentiate through converting services can enhance the commodity producer’s value proposition. This can be accomplished by the industry adopting a different approach to converting services in order to add value down the chain, generate opportunities and face the challenges of the market,” Srebalus explained.

“We use scenario building with our customers that enable them to adopt new strategic game changing approaches to produce enhanced supplier value for long term viability,” says Srebalus. “When the proper converting program can be put in place to meet the requirements of a target market or end user, the benefits of an outsourcing partner like Midwest Converting could become the value-added identity that enhances a company’s value proposition.”

For the past 13 years, Midwest Converting has been providing the paper & board markets converting services, warehousing, and distribution models on a contract basis. “While shifting to outside converting services on a holistic basis defies conventional wisdom for many, Midwest Converting continues to demonstrate how its converting business model can be used to add value to paper mills’ and merchants’ operations, gaining a competitive advantage by enhancing business flexibility, improving costs, increasing service, and devel-



For the past 13 years, Midwest Converting has been providing the paper & board markets converting services, warehousing, and distribution models on a contract basis.

oping new markets,” Srebalus said.

“Commitment to our business, innovative practices, and our unique abilities, Midwest Converting has positioned itself as a market leader in the industry with exceptional capabilities in converting, distribution, and logistics services. Just this past year, we have dedicated an entire 260,000 sq. ft. facility to having the finest paper & board distribution center in the Midwest Region with a wide range of converting capabilities, warehousing, and distribution programs,” Srebalus pointed out.

Currently operating 11 converting machines with capacity of over 5,000+ tons per month, Midwest Converting provides customers with a wide range of converting and distribution programs. The company’s base covers a wide range of markets that include sheets, rolls, paper, board, commercial printing and the packaging industry. Recently, Midwest installed a folio package line and upgraded machines to perform converting for the specialty paper market.

Midwest Converting resides in Bedford Park, Illinois, which is just two miles away from Midway Airport or 20 minutes from downtown Chicago. For more information, visit the company’s website: www.midwestconverting.com.

Seaman Paper and Garlock Printing Making It in Massachusetts

Garlock Printing and Converting Corporation is quickly becoming recognized as one of the leading flexible packaging suppliers in the country. The company was started in 1987 together with Seaman Paper Company, and has expanded over the years with capabilities for high-end flexographic printing up to 10-colors on paper and films.

According to the company, Garlock’s growth has come in recent years from the \$26 billion flexible packaging industry and investments the company has made in both

printing and converting. A new state-of-the-art, 10-color printing press is in the future planning for 2013 to help support the business. The company also owns and operates a leading technology flexographic plate manufacturing facility located next door to the printing plant. The plates are supplied to Garlock and the marketplace from digital files for making plates and laser-engraved cylinders and sleeves from photopolymer films.

For more information visit www.garlockprinting.com.

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Longview Fibre Paper and Packaging Earns Seven AWPPA Safety Awards

Longview Fibre Paper and Packaging recently was recognized by the Association of Western Pulp and Paper Workers (AWPPW) with seven safety awards. The award ceremony took place at the annual Western Paper and Pulp Safety and Health Conference in Portland, Oregon.

Longview's pulp and paper mill in Longview, Washington won the

main Employer of the Year award.

Paper machine operator Matt Pomerinke won the prestigious Jack Kirkpatrick Award for achievement and dedication to the field of safety.

Two individuals both won the Manager of the Year award — Mill Manager, Paul Duncan and Operational Services Manager, Pat Ortiz.

Two Longview mill employees

Committee members made note of Longview's incredible safety transformation over recent years.

took home Safety Advocate honors: Journeyman Millwright, Harry Volk and Journeyman Electrician, Steve Larson.

Last but not least, Ben Neal, the safety and environmental coordinator at Longview's Spanish Fork, Utah, box plant won the Safety Professional of the Year award.

Committee members made note of Longview's incredible safety transformation over recent years.

Longview Fibre Paper and Packaging produces lightweight, high-performance multiwall and complementary specialty kraft papers for an established domestic and global customer base. The company also produces containerboard and corrugated boxes. Longview operates a pulp and paper mill at Longview, Washington, and a network of seven converting plants in the western United States.

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Paper2013 Luncheon – Food for Thought

The Paper2013 Luncheon, co-sponsored by Graphic Packaging International, Inc. and International Paper Company, will be held tomorrow, March 19. Respected author, economist, educator and speaker Dr. Jeffrey Rosensweig will headline the Luncheon.

Currently the director of the Global Perspectives Program at the Goizueta Business School of Emory University, Dr. Rosensweig focuses on global strategy, global economics and international finance. Known for his unique ability to deliver original and useful business content in an engaging and dynam-

ic presentation style, Dr. Rosensweig will address emerging markets as well as economic, business and demographic trends impacting the paper and paper-based packaging industry.

Dr. Rosensweig will address emerging markets as well as economic, business and demographic trends impacting the paper and paper-based packaging industry.

Dr. Rosensweig is often quoted in national business press, including *Forbes*, *Fortune*, and *BusinessWeek*. He has appeared nationally on ABC World News Tonight and Good Morning America, the NBC Today Show, NBC Nightly News, Nightline, Bloomberg TV, and is a frequent economic contributor for CNN. Dr. Rosensweig has published numerous papers in academic and business journals and has written three books, including the critically acclaimed "Winning the Global Game: A Strategy for Linking People and Profits."

The luncheon session will also offer an opportunity for AF&PA Board Chairman David Scheible, President and CEO of Graphic Packaging International, Inc., to highlight key association priorities. In addition, the NPTA Stanley O. Styles Award for Excellence will be presented to David S. McGehee of Mac Papers.

Don't miss this timely and engaging session on future demographics and emerging markets affecting the paper and paper-based packaging industry.

To secure your seat at this separately ticketed event in the International Ballroom, please visit the Paper2013 Registration Desk located in the Moulin Rouge room at the Fairmont Chicago, Millennium Park.

TUESDAY, MARCH 19, 12:00PM – 2:30PM (suites closed)

PAPER2013 LUNCHEON

International Ballroom, Fairmont Chicago, Millennium Park (2nd level)

TAPPING INTO NEW GLOBAL ECONOMIC OPPORTUNITIES

Author, economist and educator **Dr. Jeffrey Rosensweig** will focus on emerging markets as well as economic, business and demographic trends impacting the paper and paper-based packaging industry. The luncheon will also feature the presentation of NPTA's Stanley O. Styles Industry Excellence Award to David McGehee of Mac Papers.



Dr. Jeffrey Rosensweig

This is a separately ticketed event. Tickets may be available for purchase at the Paper2013 Registration Desk.

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Paper Recovery – The Next Generation

Ask most kids if recycling is important, and be prepared for an enthusiastic and positive response. By instilling and reinforcing positive environmental messages at an early age, we work to develop an informed and engaged future generation. Further, experience has taught us that kids can be a source of information, education and inspiration for shaping family beliefs and actions.

It is this premise that has been the driving force for the AF&PA Recovered Fiber Sector to create and promote a variety of targeted youth education programs and partnerships designed to promote increased paper recovery for recycling throughout the last decade.

As an example, a partnership with curriculum developer Kaleidoscope is currently in place to create and distribute paper and recycling-specific materials to 1st – 5th grade educators nationwide. In 2012 alone, the program reached 250,000 students with information about the renewability, recyclability and sustainability of paper and paper-based packaging. Extending the reach was a take-home piece designed to help families better understand and incorporate paper recycling in their daily activities.

A survey of recipients indicated a high level of satisfaction — 93 percent of educators and 100 percent of students found the materials to be useful and fun. The information, according to educators, was “hands-on and high quality,” and “made the students more aware of the need to recycle.” This builds on earlier successes, when a multi-year program created with Scholastic Inc. reached more than 500,000 3rd – 6th grade educators and 10 million students and their families with similar materials and messages.

Providing visibility for successful paper recycling programs is also a priority for the Sector. Reaching current recovery rates has not happened without the dedication of the millions of Americans who recycle at home, work and school on a daily basis. The annual AF&PA Recycling Awards were created to recognize and reward those efforts. Winners, runners-up and now Fan Favorites (determined by on-line voting) provide content for the paperrecycles.org website and spotlight the success of well-deserving Americans dedicated to this pursuit.

In addition to case studies of award-winning programs, AF&PA’s paperrecycles.org site offers a host of resources ranging from guides to start or improve paper recycling

programs to statistics and interactive features to videos and classroom curriculum materials. A new version of the paperrecycles.org will be launched in conjunction with Paper2013.

Experience has taught us that kids can be a source of information, education and inspiration for shaping family beliefs and actions.

Additional efforts include classroom materials developed with environmental education leader Project Learning Tree; the distribution of recycling grants to schools through Keep America Beautiful; support of the annual college recycling competition RecycleMania, and more.

Through each of these programs, the hope and intent is to raise awareness for the need for increased paper recovery. Achieving the industry’s goal of exceeding 70 percent recovery, which is part of the *Better Practices, Better Planet 2020* suite of sustainability goals, will take the ongoing commitment and dedication of millions of Americans — and their parents.

For additional information, please visit the newly redesigned paperrecycles.org website.





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INDUSTRY LEADERSHIP SESSION

International Ballroom, Fairmont Chicago, Millennium Park (2nd level)

moderator: **Donna Harman**, President and CEO, AF&PA

sponsored by:  **Domtar**

panelists:

- **George Martin**, President and CEO, NewPage Corporation
- **Jussi Pesonen**, President and CEO, UPM
- **David Scheible**, President and CEO, Graphic Packaging International, Inc.
- **Alexander Toeldte**, President and CEO, Boise Inc.
- **Ken Wallach**, Chairman and CEO, Central National-Gottesman Inc.



(left to right) Martin, Pesonen, Scheible, Toeldte, Wallach

This session open to Paper2013 Full Access Pass holders only.

Onyx Specialty Papers Continues Proud Tradition of Papermaking

On December 1, 2009, MeadWestvaco Specialty Papers became Onyx Specialty Papers, Inc. Onyx may have a new name, but the associates are continuing a proud tradition of specialty papermaking that has gone on in its South Lee, Massachusetts mill for over 200 years. Onyx associates are skilled craftspeople, committed customer advocates, persistent problem solvers and creative thinkers.

Onyx Specialty Papers manufactures highly engineered papers for a variety of uses. Saturating papers for the laminate industry – solid color decor papers, color core papers, backers, static dissipative, print-base, wear resistant overlays, fire retardant Kraft. Industrial and tech-

nical papers – medical filter papers, conductive papers, flame retardant papers, filtration papers, activated carbon filter, desiccant, and wet strength tag and label papers. Fine arts papers – colored mat facing papers, multi-ply museum board, artist papers, and archival papers, stationary, drawing and water color papers.

Onyx Specialty Papers is dedicated to the design, development and manufacture of superior performing papers that meet or exceed the demanding technical specifications of a diverse customer base. Onyx provides a new perspective in flexibility – in product, sizes and widths; in scheduling, order size, delivery and in technical problem-solving. Onyx

combines custom-run capabilities, efficient production performance and on-site engineering expertise.

Onyx works closely with its customers to develop new products – to design, develop and modify materials for customers' specific needs and applications. Every paper begins in the laboratory. Knowledge and experience are combined with a thorough understanding of function to formulate customized material solutions. Expert lab technicians and product engineers, aided by computerized technology, have developed over 20,000 color and 1200 product variations.

Based in the United States, Onyx

Specialty's customer service and logistics team is dedicated to making sure every order and customer interaction is approached in a professional and supportive environment. The key to any successful relationship is communication. Onyx' experienced staff is available to help customer's growing business needs. The North American sales office and customer support staff is capable of long-range production and delivery planning. That means more accurate manufacturing forecasts, a smoother, quicker ordering process and more personal contact when customers have a question or concern.

Great Northern Paper: The Mill to Bet On

Great Northern Paper in East Millinocket, Maine has successfully completed the first year of its revitalization. Some predicted it wouldn't survive, given the numerous obstacles it faced. Yet today, the mill has become one of the best long-term bets in a volatile industry.



Great Northern Paper CEO Richard Cyr inspecting a roll at the East Millinocket mill.

time — to make a point of integrity and good business.

"We had been a long-time customer of Great Northern Paper," said Scott Clifford of Clifford Paper. "The business model under GNP's new ownership was intriguing, and the company's focus on green

Many point to the unorthodox management and tenacity of GNP's CEO Richard M. Cyr for turning the mill on its head, while turning it into a successful enterprise. Cyr is not what one would call a "paper mill guy." He was a successful marketing and operational efficiency guru, who took the reins in October 2011, when parent company Cate Street Capital purchased and restarted the mill, putting 225 proud papermakers back to work.

Cyr instantly saw an old, counter-productive way of operating the mill. Not afraid to try new ways of doing things, he consistently asked employees, "Why are we doing it this way? Can we try it another way?" It took some time for the veterans to trust his instincts, but eventually they came together to right-size the business model, focus intently on meeting customer needs, re-instilled a sense of pride in the work force, and delivered — every single

solutions was appealing to our customers."

And just last month, GNP produced the paper that helped the Frederick News-Post (Frederick, MD) win First Place in its division for the America East Print Quality Contest.

Amidst much success, GNP has dealt with challenges along the way. Within the past year, two key mill leaders suddenly died over Christmas, including the Director of Sales. Despite heartache, the mill moved forward without any hiccups in the sales department and met customer demands and explored new opportunities.

More recently, GNP has made a smooth transition with the hire of new President Ned Dwyer, who has a well-known reputation in the industry.

Just like it always has, the revitalized Great Northern Paper continues to see a successful future in northern Maine.

The Newark Group Names Todd Hall as Packaging Development Engineer

The Newark Group said that Todd Hall has joined the company as a Packaging Development Engineer for the converting divisions of Newark Custom Paperboard and Newark Paperboard Products.

Hall, an experienced packaging solutions engineer, brings eighteen years of experience from such companies as Handi Foil, ACCO, Pregis/Pactiv and Corrupad.

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NPTA Partners with PRINT 13

NPTA is pleased to announce a partnership with PRINT 13, the largest and most innovative global exhibition of digital, offset and hybrid technologies. PRINT 13 will be hosted Sept. 8-12, 2013 at McCormick Place in Chicago.

Its partnership with PRINT 13 will allow NPTA members to receive complimentary registration to the exhibition hall to view demonstrations of the latest technologies for the graphics communications industry and network with printers, publishers, media/print buyers and creative services professionals.

NPTA will exhibit at PRINT 13 and host a networking reception at its booth on the show floor on Tuesday, Sept. 10. Members, prospective members and invited guests are invited to attend the complimentary reception to meet NPTA volunteer leaders and staff as well as the leading paper distributors and mills from across the U.S. NPTA will also provide educational opportunities for member firms at the event.

Additional details about the PRINT 13 partnership, as well as NPTA-

Longview Introduces nViro OGR, Oil and Grease Resistant Paper Products

Longview Fibre Paper and Packaging is introducing its nViro OGR™ family of oil and grease resistant paper products.

According to Longview, these natural, OGR paper grades incorporate a proprietary coating formulation that uses 1/6th the fluorochemical level on recycle fiber content grades and no fluorochemical on virgin fiber content grades compared to other OGR papers currently available.

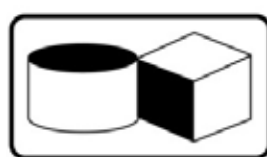
nViro OGR is fully recyclable and compostable and offers sustainable choices for food service operators and restaurants.

Longview Fibre Paper and Packaging is a major producer of kraft paper packaging. Its facilities include one of the highest-capacity and most diverse paper mills in North America and a network of well-equipped corrugated container plants in four Western states. Longview manufactures more than 70 grades of kraft paper and containerboard, and supply a broad range of corrugated packaging and solid fibre slip sheets. The company supplies products to 35 countries worldwide.

During Paper2013, Longview will be headquartered in suite 3404 at the Swissotel.

sponsored education and networking opportunities available at the event, will be available in the coming months.

The National Paper Trade Association, founded in 1903, is the association for the \$50-plus billion paper distribution industry. The mission of NPTA is to actively support the success of member firms through the delivery of networking, education, advocacy and industry trends focused on the health of the paper distribution channel. For more information about NPTA, visit www.goNPTA.com.



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Midwest Converting at a Glance

Midwest Converting is avidly dedicated to distinguishing itself through service, quality, and efficiency programs that are focused on our clients objectives, and their customers demanding requirements.

Midwest Converting has state-of-the-art equipment, well trained experienced personnel, quality control systems, and supply chain programs in place to service virtually any requirement that is needed.

We work together with our clients to develop a full understanding of their supply chain needs in order to provide custom solutions and proactively recommend efficiency improvements that save time, money, and stress. As an operational company we understand what our customers truly need in service, cost, and quality.

Our flexible infrastructure and scalable operations allow Midwest Converting to respond to the ever-changing and last minute demands of our clients. Regardless of the scope, complexity or urgency, we do everything possible to satisfy our clients' needs.

Our operational excellence and proven track record of helping companies improve business performance has resulted in long-term relationships with clients who regard us as trusted partners invested in their success.

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U.S. Paper Converters Celebrating Its 30th Anniversary in 2013

Appleton, Wisconsin-based U.S. Paper Converters is celebrating its 30th anniversary this year, and according to the company, employees, converting capabilities and quality are the keys to its success.

"Long term, knowledgeable employees are an important factor in generating great results," said Lisa Hoerning, Vice President of Operations. "We also have a wide range of machine capabilities, including winding capabilities up to 136" wide, which allow us to fulfill a variety of converting needs."

U.S. Paper Converters' large warehouse capacity also makes warehousing, just in time, quick-turn and

other customer service programs possible.

The converting company began in 1983 with a small building and four employees. In 1996, the company moved to a new 350,000 square foot building in Appleton to accommodate the considerable growth that occurred during the first 13-year span. The new location allowed for an organized flow of material both in and out of the building through 4 rail docks and 6 truck docks, and throughout the various converting machinery.

U.S. Paper Converters currently operates 5 sheeters, including 2 precision sheeters, 3 trimmers, and

6 rewinders. In 2004, the company entered into a joint venture with Camelot Paper and began Fitzgerald Paper Converting in Fitzgerald, Georgia. This 210,000 square foot location has 4 rewinders, 2 sheeters and 2 trimmers, which provide converting capabilities to the southern states.

Although providing a high quality end product is essential, U.S. Paper Converters also relies on other factors such as service and pricing as

important components for building a strong company. In the words of Lyle Reigel, the Founder and CEO of U.S. Paper Converters, "Our customers deserve a dependable converter who provides a quality product at a fair price and on time. That's what we deliver. It's that simple."

For more information about U.S. Paper Converters, please visit: www.uspaperconverters.com. During Paper2013, Todd Curtis will be headquartered at the Fairmont.

Roosevelt Paper Hosts NAM Award for Manufacturing Legislative Excellence

New Jersey State Representative, Jon Runyan, visited Roosevelt Paper Company's Mt. Laurel, New Jersey plant this past January to receive the National Association of Manufacturers' (NAM) 2013 Award for Manufacturing Legislative Excellence.

The NAM award recognizes Runyan's exemplary voting record in the 112th Congress and his solid support for a strong manufacturing economy and a forward-thinking manufacturing agenda.

After the presentation of the award, Rep. Runyan toured the facility with Roosevelt's President, David Kosloff.

Roosevelt Paper Company is a leading distributor of paper and



(l-r) David Kosloff, Jon Runyan, and Chuck Wilson.

board in North America. For further information, visit the company's website at www.rooseveltpaper.com.

During Paper2013, David Kosloff, Ted Kosloff, Chairman and CEO, and Dean Egan, Mt. Laurel Division Manager, will be headquartered in the Fairmont, Suite 2001.

Brazil's Jari Celulose Suspends Pulp Production Indefinitely

Brazilian pulp producer Jari Celulose, Papel e Embalagens S.A. in mid-January suspended production earlier than planned at its pulp mill in Monte Dourado in the state of Para, in northern Brazil.

A company spokesman from Grupo Orsa, the parent company of Jari

Celulose, said that the pulp line with a capacity of 410,000 tpy of bleached eucalyptus kraft pulp stopped operations on January 15. Previously, the company had planned to idle it at the end of January.

According to the news firm EUWID, Jari Celulose will suspend its pulp production for several months until management has investigated various options and decides whether or not to resume manufacturing. As an alternative to paper pulp production, the company is considering switching to dissolving pulp.

However, several industry representatives told EUWID that they doubt the company will resume operations because upgrading the old pulp line, which was built in the 1970s would require a major investment and a cooperation partner would be needed. In addition, Jari Celulose noted that one of the reasons for halting production at the mill was the difficult geographic location of the site which is in the middle of the Amazon region, and shifting production to another product would not change this logistical problem.

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“AF&PA set a rare precedent

by establishing sustainability goals for its members and the industry as a whole.

These ambitious goals will take a concerted effort to achieve, while showing other industries that improvement is both possible and practical.”

Hans Wegner, Chief Sustainability Officer
National Geographic Society



BETTER PRACTICES
BETTER PLANET 2020
Continuing AF&PA's Commitment to Sustainability

Sustainable Practices, Significant Progress

AF&PA's 2012 Sustainability Report highlights the significant, measurable progress the U.S. paper, pulp, and wood products industry has made toward achieving the sustainability goals within *Better Practices, Better Planet 2020*.

Paper recovery in the U.S. has nearly doubled since 1990 due to industry efforts and the millions of individuals who choose to recycle each day. Paper recovery in the U.S. reached 66.8 percent in 2011, making it the most-recycled material in the country and a true environmental success story.

AF&PA member company investments led to an improvement of 8.1 percent in their purchased energy efficiency. Additionally, members produce carbon-neutral biomass onsite in their manufacturing facilities. On average, this covers about two-thirds of their energy requirements.

Members' greenhouse gas emissions intensity was reduced by 10.5 percent from baseline year 2005. Company efforts go beyond carbon storage to active reduction plans such as the aforementioned paper recovery and energy efficiency initiatives.

AF&PA supports and promotes efforts to reduce illegal logging around the world, and to safeguard against procurement from illegally logged sources. Members have increased the amount of fiber they procure from certified forestlands to 24 percent, while the fiber they procure through certified sourcing programs has reached 96 percent.

In our industry, which employs nearly 900,000 people, we strive for a workplace of zero injuries. So far our members have reduced their safety incidence rate by 24 percent.

Member company mills have lowered their water use by 6 percent since 2005. While they continue these efforts, AF&PA participates in global water sustainability initiatives to help advance understanding of water use in paper mills.

Better Practices is one of the most extensive collections of quantifiable sustainability goals for a major U.S. manufacturing industry, focusing on recycling, energy efficiency, reducing greenhouse gas emissions, sustainable forestry, workplace safety and water use.

2012 *Better Practices, Better Planet* 2020 Sustainability Award Winners

The *Better Practices, Better Planet* 2020 sustainability awards are given based on the merit of entries received across multiple categories.

In 2012, five AF&PA members were recognized with a total of six sustainability awards for the following exemplary sustainability programs and initiatives:

Members' greenhouse gas emissions intensity was reduced by 10.5 percent from baseline year 2005.

Georgia-Pacific received the "Leaders in Sustainability" energy efficiency award for its "Improving Energy Efficiency" project. In 2009, the project developed a comprehensive energy management program for its manufacturing facilities to achieve long-term and sustainable reduction of energy intensity in manufacturing. Since that time, the program spawned over 200 energy efficiency projects and other efforts, resulting in savings of more than \$50 million in purchased energy and a reduction in energy use of over two trillion Btu.

Green Bay Packaging was honored with the "Innovation in Sustainability" award for the "Fiber Reclaim Project" at its Arkansas Kraft mill. An industry first of technology and process innovation, the Arkansas Kraft Division achieved 100 percent fiber yield recovery from the waste system, with the recovered fiber being either recycled in the mill for linerboard production or sold to other facilities for production. As a result, the mill has accomplished zero-landfill of fiber collected in the mill waste treatment system.

Two **International Paper** programs were recognized. The "Leaders in Sustainability" award was given for greenhouse gas reduction through their "Climate Leadership Initiative", which aggressively managed and reduced greenhouse gas emissions at International Paper facilities. The initiative was also recognized by the U.S. Environmental Protection Agency and others at the inaugural Climate Leadership Conference in Fort Lauderdale, Fla. IP's second award was for their safety campaign "It's about...LIFE" launched in 2010. LIFE put a face to safety with its "This is Why I Work Safe" toolkit and website, allowing employees to bring photos of loved ones into the mill as a daily reminder to work safely.

MWV was honored with the "Leaders in Sustainability" water award for its "Mahrt Mill Water and Energy Reduction Project." Located in Cotton, Ala., the mill reduced water usage by 20 percent, energy usage

(continued on page 27)

20% ↑ INCREASE IN CONSUMER CONFIDENCE to print on paper

The research is clear: The more consumers know the sustainability facts about paper products, the more likely they are to choose

paper.* A vote for the Paper Check-off is a vote to improve perception and market share for paper and paper-based packaging.

* Based on focus group testing, where consumers rated their comfort to print hard copy at 19%. After hearing our sustainability messaging, their comfort level rose to 39%.



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Lincoln Paper and Tissue Upgrades Uncoated Freesheet Paper Machines

Lincoln Paper and Tissue LLC, a leading producer of high bulk papers, has expanded its uncoated printing and converting paper portfolio to include color capability and custom finishes. Recently completed investments included adding a new calendar stack on its larger machine and adding of color capability on both fine paper machines.

"We pride ourselves as a company providing a unique line-up of products with exceptional service," said Cash Cappel, EVP of Sales and Marketing. "The addition of color capability and custom finishes will allow us to expand into new markets where customers will benefit from the significant yield advantage provided. The new calendar stack on our #4 paper machine improves the quality of all products and provides the flexibility to customize finishes for our line-up of business papers and converting base-stocks."

"In today's market it is important to use every tool you have and we

are excited about this new capability for our customers," Cappel added.

"The addition of color capability and custom finishes will allow us to expand into new markets..."

– Cash Cappel, EVP of Sales and Marketing

Keith Van Scotter, CEO of Lincoln Paper and Tissue, commented, "We are a strong niche player in the uncoated freesheet market and we wanted to expand our capability in our specialty product offerings. We have long been a premier supplier to the dyed specialty tissue and napkin markets and felt we could leverage that expertise to benefit paper customers. The ability to supply custom color and substrate finishes to our product line-up is another example of our long-term, financial commitment to our paper business."

Lincoln Paper and Tissue is welcoming guests at their suite 3411 in the Swissotel.

Nekoosa Coated Products Introduces Antimicrobial Carbonless Paper

Nekoosa Coated Products recently announced that it has created the world's first antimicrobial carbonless paper by adding Biomaster® silver ion technology, a non-toxic, naturally occurring antimicrobial technology to protect against the spreading of bacteria.

Biomaster is manufactured by BiomasterUSA, LLC.

According to Nekoosa, Biomaster silver ion technology will not affect the paper's properties such as dry toner/laser compatibility or carbonless image permanence, and does not cause product degradation, dis-

coloration or deterioration.

Nekoosa's carbonless and bond papers protected with Biomaster silver ion technology are suitable for any high traffic environment such as hospitals, classrooms, exam rooms, offices, clinics and daycares, the company said.

"We recognize the need for a product that can help reduce the spread of MRSA infection," said Paul Charapata, CEO of Nekoosa Coated Products. "This is an exciting new product launch that we feel will make an impact in reducing this emerging problem."

...Sustainable Practices

(from page 26)

by over 8 percent, and CO2 emissions by 105 metric tons per day while maintaining existing production quality and capacity.

Thilmany's "Energy and Water Restructuring Program" received the "Leaders in Sustainability" award for Energy Efficiency / Greenhouse Gas Reduction. The company completed more than 35 energy-efficiency projects, and its Kaukauna, Wis. mill joined the U.S. Department of Energy's (DOE) "Better Buildings Better Plants" program, resulting in a 19 percent reduction in purchased energy intensity.

AF&PA member company applicants are considered annually in two categories – "Innovation in Sustainability" and "Leaders in Sustainabil-

ity" – with six "Leaders" subcategories: Paper Recovery for Recycling, Energy Efficiency/Greenhouse Gas Reduction, Certified Fiber, Illegal Logging, Safety, and Water. Projects that support progress toward the *Better Practices, Better Planet 2020* sustainability goals qualify for recognition in the "Leaders" category; projects that merit recognition for their contribution to sustainable business practices but do not specifically address one of these goals may be recognized in the "Innovation" category.

For more information about the Sustainability Awards program and AF&PA's *Better Practices* initiative, visit www.afandpa.org/sustainability.

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Deteriorating Quality of Recovered Paper in Spain Impacting Mills

The quality of recovered paper remains essential for the profitability and sustainability of paper mills. However, contaminant levels have risen in the past few years, according to a report from EUWID.

"We have a real problem with recovered paper quality," said Nuno Messias, head of raw material purchasing of Spanish paper producer

Europac. Speaking at the fall convention of the Bureau of International Recycling (BIR), Messias said that the ratio of dry rejects in recycled pulp had increased from 5% in the year 2005 to about 6% at present.

Assuming that about half of the rejects consists of pulp adhering to non-paper contaminants, this means that the contaminant content

in the recovered paper input reaches about 3%, Messias explained. This is twice as high as the maximum content of 1.5% laid down as acceptable in the revised European Standard List of Recovered Paper Grades EN 643. The revised list is expected to be published in 2013.

Messias emphasized the negative impact of non-paper contamination on operating costs, pointing out that one kilogramme of contaminants in recovered paper gives rise to 4 kg of rejects which have to be landfilled or otherwise managed as waste. This means that paper mills pay twice for contaminants, first as part of the recovered paper purchasing price and the second time through waste management costs of EUR 100-150 per tonne.

Spanish paper mills are working to

standardize inspection procedures for the recycled fiber they buy, but more need to be done. "In Spain, we can get all the recovered fiber we need, — actually, we can export some — but we need to make sure we get the quality at the right level," Messias concluded.

Europac consumes 750,000 tonnes of recovered paper a year at two mills in Spain and one each in France and Portugal, according to Messias. The company's subsidiaries in the recovered paper and waste management sector handle 250,000 tonnes per year.

In 2011, Europac was able to cover 27% of its recovered paper need through its own activities, according to the company's annual report. By the year 2015, this percentage is expected to climb to 50%.

Wausau Paper Extends Line of Recycled Post-Consumer Fiber Release Liners

Wausau Paper is proud to announce the extension of its Eco Select RTTM, a recently introduced product family of innovative and sustainable release liner products, utilizing recycled post-consumer fiber and Forest Stewardship Council certified fiber. This product platform now includes basis weights ranging from 20# - 80# enabling laminators and merchant

coaters to serve a broader spectrum of applications and end markets.

The Eco Select RTTM product line was recently recognized as a finalist for "Advances in Innovation in Specialty Papers" at the global Pulp and Paper International (PPI) awards, held in Brussels, Belgium.

"Our integrated manufacturing model allows us to combine our proprietary papermaking expertise and coating technologies in the same facility. This allows us to create unique solutions to meet customer needs with unparalleled speed to market," said Sheila Widule, Strategic Marketing Manager.

"Our Eco Select RTTM line fulfills an unmet need driven by the growing trend of environmentally conscience laminators and end-users."
— Jon Bast, Vice President Sales & Marketing, Wausau Papers

"Eco Select RTTM will enable our customers to provide an environmentally sustainable solution while providing the superior performing products they have come to expect from Wausau Paper," Widule added.

Jon Bast, Vice President Sales & Marketing, noted, "Our Eco Select RTTM line fulfills an unmet need driven by the growing trend of environmentally conscience laminators and end-users. This new product family is consistent with our vision to be a leading provider of paper-based, environmentally sensitive brands and solutions to the markets we serve, driven by our model of collaborative innovation."



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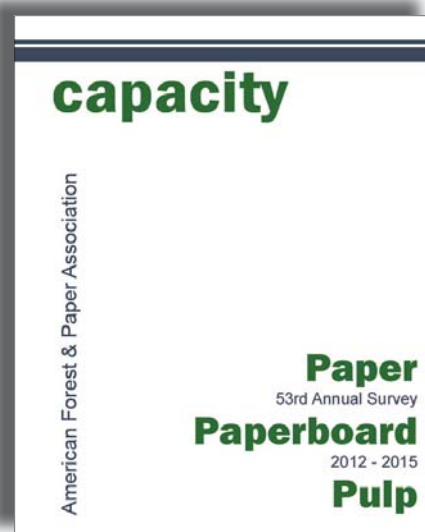
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AF&PA - Your source for accurate paper industry statistics

Below is a sample of the reports we have available:

Sector	Report & Release Date	Information on Report
Printing and Writing	PW2 20 th	Shipments, inventory, gross dollar value, imports, exports, operating rates and demand
Containerboard	CB3 15 th	Production, production for exports, operating rates, and inventory
General Industry	PPB1 28 th	Production, inventory, operating rates, recovered paper consumption, imports, exports and producer price index
Paperboard	PB2 17 th	Production, operating rates, and production for domestic and export use
Recovered Paper	PR1 22 nd	Receipts, consumption, inventory, imports and exports
Kraft	KR1 15 th	Shipments, mill and warehouse inventory, imports and operating rates
International	I4 11 th	Imports and exports of pulp, paper, paperboard and converted products by world regions
Ad-hoc Reports		Ad-hoc reports available upon request

AF&PA's 53rd Annual Capacity Survey - \$1,875



Available on March 28th

- U.S. Capacity for major grades of paper, paperboard and wood pulp

- U.S. Consumption of wood pulp, recovered paper and pulpwood



For more information on purchasing reports and samples, contact Caroline Nealon.

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Phone: 202-463-2448

CMPC to Increase Guaiba Pulp Mill Capacity by 1.3 Million tpy

Santiago, Chile-based Empresas CMPC will move forward with plans to expand the company's Guaiba pulp mill, in the state of Rio Grande do Sul, Brazil.

The expansion of Guaiba involves a total investment in industrial assets of approximately US\$2.1 billion.

"This investment is a milestone for CMPC, the largest in the company's history," said Mr. Hernan Rodriguez, CEO of CMPC. "The Guaiba II project will almost double our market share of global pulp and help

us meet growing demand for high quality wood pulp from clients in all our markets."

"This important decision taken by the Board of Directors is another step in CMPC's internationalization, and takes our total investment in Brazil to US\$4.5 billion," Rodriguez said.

According to CMPC, the project consists of the construction and operation of a new bleached eucalyptus pulp production line, with a total capacity of 1.3 million tons per year.

The new pulp production line will be in addition to the existing bleached eucalyptus line at the site, which currently has an annual capacity of 450,000 tons per year.

"The Guaiba II project will almost double our market share of global pulp."

— *Hernan Rodriguez, CEO of CMPC*

CMPC expects the new second line to begin producing pulp by the first quarter of 2015.

With this investment, CMPC will increase its pulp production capacity to 4.1 million tons per year.

Guaiba II will incorporate the lat-

est technologies in the production of pulp, and will be 100% self-sufficient in terms of pulpwood supply, CMPC said.

CMPC said that it has obtained all state, municipal and environmental permits and authorizations necessary to carry out the expansion of the Guaiba plant.

Empresas CMPC produces pulp, paper, tissue, paper products and other forestry products throughout Latin America. The company's timber and production facilities are strategically located in countries including Chile, Brazil, Argentina, Mexico, Colombia, Peru, Uruguay and Ecuador.

Burrows Paper Now 100% Stakeholder in Innopak

Burrows Paper Corp. recently completed the acquisition of the remaining 75 percent equity interest in Innopak Hong Kong Limited (the investment company that owns 100 percent of Innopak Heshan) from Innopak Holdings Limited.

Until recently, Burrows was a 25 percent stakeholder in this joint venture packaging company.

"We are very proud to welcome the Innopak team into the Burrows family," said Bill Burrows, Chairman, CEO and President of Burrows Paper.

"The synergy of our two companies holds great potential for mutually beneficial integration and significant growth opportunities. Through

our shared values and commitment to quality, we will achieve our primary goal of providing superior packaging products to our customers, as well as broader opportunities for employees," Burrows said.

Innopak Heshan is a converter of specialty paper and board-based foodservice packaging products. Innopak's current offerings include specialized hand carry bags, grease-resistant wraps, color printed clamshells for a variety of food items and more.

Innopak was established in 2007 and its manufacturing facility is located at Longkou, Heshan, Guangdong, China.

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Fibercore OPS Expands Footprint into Emerging Markets Globally

Fibercore Onsite Paper Service announced that it is rolling out the next phase of bringing its unique equipment to emerging markets around the world. With 15 mobile machines in North America and 9 in Western Europe, the company is able to service the majority of its existing market on a 24-48 hour emergency basis.

However, according to Steve Mills, the man heading up Fibercore's international effort, much of the developed world can benefit from Fibercore's flexible technology.

"Converting rolls to new widths without rewinding for the past 15 years has brought a few refinements to our service and equipment. In addition to turning out 4-6 rolls per hour we are now also capable of making two rolls from one with our Plunge-cut Roll Converter," said Mills.

Mills said that Fibercore is able to turn out finely finished rolls up to 178" wide and it doesn't matter if the rolls have been damaged by water or gouging. The finished roll can run on the most demanding equipment and rivals the mill edge.

Since Fibercore often works in warehouses and ports, the company has developed complimentary equipment to put a mill-quality, kraft wrap on the finished rolls if

necessary. Mills pointed out that Fibercore's equipment has developed into its own stand-alone service by allowing the logistic stream to clean up miscellaneous damage that can occur from handling the rolls.

In addition, Fibercore's proprietary equipment can "stand-in" for a paper mill's equipment during events such as maintenance shutdowns or is available to help a mill develop the viability of new, wider business before making an investment in a new wrap line. Since Fibercore's equipment has been designed to complement its converting service, it can adapt to multi-pack, large diameters and any width roll.

To adapt to different countries' infrastructure, Fibercore offers several versions that have been designed to meet the varying transportation requirements as well as electrical requirements.

"There will always be some fine tuning for individual countries," Steve Mills added, "but they are adaptable to anything we can foresee."

During Paper2013, he can be reached by phone or text at: 931-703-1427 or email: SteveMills@fibercoreops.com.

China Paper Producers' Heavy Reliance on Recycled Paper Pushes Recovery Efforts

Fueled by escalating paper and cardboard demand, China's recovered paper production has seen rapid growth in recent years. Consumption jumped from 7.6 million tons in 1994 to 71 million tons in 2011, according to China Paper Association figures.

Asian countries, especially countries like China and India that lack an adequate domestic supply of fiber, will remain heavily dependent on recovered paper and account for a large share of the demand growth in the future, predicts Hannah Zhao, an economist for RISI who reports on recovered paper.

In 2011, China used 56.6 million tons of recycled fiber-based pulp, accounting for 62 percent of the total pulp consumption in China. About 38 percent of the recovered paper was recycled domestically.

Niu Qingming, vice-president of China Paper Association, believes China should regard the recovered paper sector as part of its efforts to build a resource-conserving, environment-friendly society, and carry out more favorable policies to sup-

port it.

"Recycled paper has been vital in sustaining our paper industry and society," Niu says.

Recovered paper has become the main raw material of China's paper-making industry. In 2010, two thirds of the top 30 paper enterprises in China utilized recovered paper to produce paper, according to Niu.

"Despite the fast growth, China's recovered paper industry is still at a preliminary stage," says Jiang Xingsan, president of China Resource Recycling Association.

Although China recovered 43.5 million tons of waste paper domestically in 2011, the recovery rate was only about 45 percent, compared to the world average level of 57 percent.

"Most individual recyclers are lacking in professional training and some even infiltrate impurities on purpose for short-term profits," says Zhang Zengguo, a paper maker for over 20 years in Shandong province.

He says the problems have resulted in Chinese papermakers' preference for imported recycled paper.



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Domtar's John Williams Earns Paper Industry Executive Honor

PaperAge announced that John D. Williams, President and CEO of Domtar, is the recipient of its 26th annual "Executive Papermaker of the Year" award. An exclusive interview with Mr. Williams is available in the March/April 2013 issue of *PaperAge*.



John Williams, President and CEO of Domtar

PaperAge selects its Executive Papermaker of the Year based on corporate vision, strategic objectives and strong leadership both within the individual's company and in the paper industry as a whole. The award has been an industry tradition since 1988.

"John provides exceptional industry leadership by bringing his consumer focus to our board deliberations, and he is a tireless advocate on behalf of the industry's sustainability story," said American Forest & Paper Association President and CEO Donna Harman.

Under Williams' leadership, Domtar has made strategic adjustments to its uncoated freesheet paper business and in the manufacture of hardwood, softwood and fluff pulp. In the first quarter of 2012, Williams struck a 15-year paper supply deal with Appleton whereby Domtar will supply Appleton with most of the uncoated base paper the company needs to produce its thermal, carbonless, and other specialty paper products.

But Williams also possesses the vision to see beyond simply paper and pulp. In 2012, Domtar completed two acquisitions to complement its U.S.-based Personal Care business and its flagship brand — Attends — with Attends Europe and the R&D engine EAM Corporation. Working together, the operations will create excellent platforms for growth in the adult incontinence product market on both sides of the Atlantic.

Williams is also no stranger to inviting innovation into the mix. In January 2012, Domtar started up of the world's first nanocrystalline production plant (CelluForce) at its Windsor pulp and paper mill in Quebec. In addition, Domtar currently is in the process of completing the installation of commercial-scale lignin removal capacity — a process that separates and collects lignin from pulping liquor — at its mill in Plymouth, North Carolina.

Williams is also a driving force in establishing the "greenness" of Domtar and safety in the workplace.

The company's environmental efforts have been widely recognized in the areas of sustainable forest management as early adopters of Forest Stewardship

Council™ certification, for environmental transparency with the award-winning Paper Trail website (www.papertrail.com), and safety with Domtar's Windsor mill receiving PAPTAC's 2012 Safety Leadership Award.

Without a doubt, John Williams and the people of Domtar have earned the distinction of building a well-positioned, forward-thinking company.

For information about Domtar, visit: www.domtar.com.

About John Williams

John Williams has been President and Chief Executive Officer of Domtar since joining the company in 2009. He is also a member of the Board of Directors.

Williams served in senior executive positions for over eight years with SCA Packaging Ltd. and SCA Packaging Europe, Europe's second largest producer of containerboard paper used for the manufacturing of corrugated box products, and served as President of SCA Packaging Europe, from 2005 to December 2008, where he assumed leadership over sales, marketing, finance, operations, manufacturing, distribution, supply chain and human resources.

Prior to joining SCA Packaging, Mr. Williams held a number of increasingly senior positions in sales, marketing, management and operational roles, with Rexam PLC, Packaging Resources, Inc., Huhtamaki, Alberto Culver UK Ltd., and MARS Group.

Mr. Williams is currently a director of Owens Corning, where he also serves as a member of the audit committee and finance committee. He is also a director of the American Forest & Paper Association, and Chairman of the Board of the Montreal Chamber Orchestra.

About PaperAge

Originally founded in 1884 as a paper industry news magazine, *PaperAge*, through the print publication and website, is one of the leading sources for information about the global pulp, paper, tissue and paper converting industries. For further information, visit: www.paperage.com.

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PAPER CHECK-OFF PANEL SEEKS BOARD CANDIDATES

The Paper and Paper-based Packaging Check-off Panel (the Panel), a 14-member panel of industry executives that has been leading the process to develop a paper and paper-based packaging check-off program (the Paper Check-off), seeks nominations from the industry to identify manufacturers and importers of paper and paper-based packaging interested in candidacy for a seat on the initial Paper Check-off Board, which will be established following approval of the proposed program in the industry referendum.

An Order to establish the Paper Check-off Order was proposed in the Federal Register on January 2, 2013, and is available for viewing at www.papercheckoff.com. If approved in the industry referendum, the proposed Order would establish a paper and paper-based packaging promotion, research and information program pursuant to the Commodity Promotion, Research and Information Act of 1996 (7 U.S.C. 7411-7425).

The proposed Order provides for the Panel to recommend nominations for the initial program board to the Secretary of Agriculture (the Secretary), who will appoint the Board. The program Board would solicit nominees for Board seats after the initial Board is established.

Board Structure — The Paper Check-off program would be administered by a 12-member Board of Directors comprising manufacturers and importers of paper and paper-based packaging who produce or import 100,000 short tons or more of paper and paper-based packaging in a marketing year.

Seats would be based on the geographic distribution of the quantity of paper and paper-based packaging manufactured in and imported to the United States. The manufacturer representatives would represent different regions as follows: 1) six would be from the South; 2) one from the Northeast; 3) two from the Midwest; and 4) one from the West. Additionally, one manufacturer member would be at-large from any region but shall manufacture at least 100,000 short tons but no more than 250,000 short tons of paper and paper-based packaging annually; if there are no eligible nominees, the seat would be allocated to the largest producing region. One member would be an importer of 100,000 short tons or more of paper and paper-based packaging.

Board Terms — Board members would serve for three-year terms or until the Secretary selects a successor. Each term would begin on January 1 and end on December 31. No member would be able to serve more than two full consecutive three-year terms, except that the initial Board terms would be staggered for two, three and four years. Determination of which of the initial members would serve a two, three or four-year term would be recommended by the Panel to the Secretary.

Board Members Nominees — Interested parties may self-nominate or nominate others to become candidates by filling out the form "NOMINATION FOR APPOINTMENT TO THE PAPER AND PAPER-BASED PACKAGING CHECK-OFF BOARD" and emailing it to Jan Poling at legal@afandpa.org or faxing it to 202-463-2052. The form and instructions can be found at www.papercheckoff.com. The deadline for nominations is April 12, 2013.

Qualifications for serving on the Paper Check-off Board follow:

1. Board members will be company Chief Executive Officers or their designees. This includes, but is not necessarily limited to, Chief Operating Officers, Presidents, Senior Executives or other Vice Presidents, and significant business leaders and/or Officers of the Company. This will provide for representatives with sufficient decision-making authority while also providing an opportunity for diversity, with accompanying diversity in perspectives, ideas and opinions, so that the Board can best serve the industry.
2. The Board will be comprised of manufacturers and importers of 100,000 short tons or more of paper and paper-based packaging in a marketing year.
3. No two members of the Board may be employed by a single company.

PaperCheckoff.com

Sappi Fine Paper North America Slates \$2.5 Million for Coater Upgrade at Westbrook Mill

Sappi Fine Paper North America announced the approval for its \$2.5 million capital project to re-build a specialty paper coater at its Westbrook Mill in Westbrook, Maine.



The Westbrook Mill makes specialized release papers.

According to Sappi, the project involves an upgrade in the web handling, coating and drying capabilities of #20 coater, which will result in expanded manufacturing capacity, allow for use of a wider range of raw materials and improve energy efficiency.

"This is tremendous news for Westbrook Mill," said Donna Cassese, Managing Director, Westbrook Mill. "Over the past few years, we have

made significant gains in safety, yield, equipment reliability, and productivity; all of which have strengthened our market position globally. These accomplishments

helped set the stage for the decision to invest in our Classics line."

The Westbrook Mill makes specialized release papers. The Classics line is used to provide the textures and patterns for synthetic fabrics used in automobiles, fashionable footwear and apparel as well as decorative laminate surfaces found in flooring, kitchens, and baths, Sappi said.

Sappi expects the re-build to be completed by May of 2013.

Resolute to Consider Repositioning Its Idled Fort Frances Mill

Resolute Forest Products' CEO suggested that over the next few months the company will consider options for repurposing its idled Fort Frances pulp and paper mill in Ontario.

During a fourth quarter and 2012 results conference call in mid-February, Resolute's President and CEO, Richard Garneau, said the company is looking to reposition the mill.

"In two, three, four months, we should be in a position to determine what the future of the mill is going to look like," Garneau said during the conference call.

"We're certainly optimistic that we can reposition the mill," he said. "There's a good fiber base, as you know."

"There is a large co-gen — 45 megawatt — that we are now running at probably two-thirds of its capacity," he noted.

"But we have to find the right niche and also find a way not to spend too much money to convert it," he cautioned.

Resolute announced in late-November 2012 that its kraft pulp mill and #5 paper machine would be idled indefinitely, resulting in the layoff of 239 employees. The kraft mill has an annual production capacity of approximately 200,000 metric tons of market pulp, while PM5 has an annual capacity of 105,000 metric tons of groundwood specialty printing papers.

Clearwater Paper Starts Up New TAD Tissue Machine at Shelby Mill

Clearwater Paper recently started up a new through-air-dried (TAD) paper machine at the company's newest facility at Shelby, North Carolina.

The machine produced its first finished ton and converted product on December 13.

"Construction of all phases to-date of the nearly one-million-square-foot facility came in on-time and on-budget," said Gordon Jones, chairman and CEO. "The dedication and support of Clearwater Paper's 200 Shelby employees have already made this facility a huge success."

Upgrades to a second Clearwater Paper TAD paper machine, located at the company's facility in North Las Vegas, have also been completed. The enhancements enable the facility to produce TAD ultra-bath-

room tissue and household towels.

In a statement, Clearwater said, "New production and distribution capability at Shelby is expected to increase the company's ultra and premium offerings to existing southern and East Coast customers. Collectively, the two TAD machines will create new opportunities to expand the company's private label consumer tissue business around a national manufacturing footprint, supplying these key products to customers across the United States."

"The completion of the flagship facility in Shelby fulfills one of Clearwater Paper's primary business strategies — to focus on growing the consumer products segment of the company," said Linda Massman, president and COO.

Boise to Install New 110" Corrugator at Waco, Texas Facility

Boise Inc. announced that it is making several key investments in the converting operations of its Packaging business.

The largest capital improvement is the installation of a new 110" corrugator at the company's Central Texas Corrugated (CTC) sheet feeder facility in Waco, Texas, which is expected to start up in third quarter 2013.

"We're excited about this new corrugator and several other investment projects, which are aimed at reducing operating costs, improving quality, and increasing production capabilities," said Dave Kunz, vice president of Packaging. "Once installed, the new CTC corrugator will replace two existing corrugators, which will improve our operating efficiency and lower our costs."

"We expect the new corrugator will add 180,000 msf of low-cost production capacity, while simultaneously allowing us to reduce operating costs," Kunz added.

Boise has also completed a recent rebuild of its corrugator at its converting facility in Salt Lake City, Utah, which has substantially increased the speed and throughput of the machine, reduced waste, and improved product quality.

Additionally, the company has installed a new high-speed flexo machine at its converting facility in Wallula, Washington. The new machine replaces two older converting machines and improves our efficiency through reduced set up time, along with lower operating costs.

"These investments are an important part of our plan to grow our Packaging business," said Alexander Toeldte, Boise's president and CEO.

"We plan to continue making these types of investments in our Packaging system to meet changing customer needs, grow with our customers, and ensure that our facilities are safe, efficient, and cost competitive," Toeldte said.

AkzoNobel Names Graeme Armstrong as Managing Director Surface Chemistry and Country Director for North America

AkzoNobel announced that Graeme Armstrong will become Managing Director Surface Chemistry and Country Director for North America. Armstrong is currently Executive Committee member responsible for Research, Development, and Innovation (RD&I). He succeeds Bob Margevich, who has chosen to go into retirement.

Armstrong will assume his new responsibilities on April 1 and will work alongside Margevich during the first two months to ensure a smooth transition.

A process to find a successor for Armstrong in RD&I is ongoing. Armstrong will continue his RD&I responsibilities until a successor is announced.

Armstrong joined AkzoNobel in 2008 following the acquisition of ICI, where he led the company's RD&I function. Prior to joining ICI, Armstrong spent 19 years in the detergents industry for Unilever and JohnsonDiversey.

"I would like to congratulate Graeme with his new role," said Ton Buchner, CEO of AkzoNobel. "It was his clear wish to return to a business role, following a highly successful tenure as head of our RD&I activities. On behalf of myself and the Executive Committee, I would like to wish Graeme luck in his new position and thank Bob for his invaluable contributions to the company."

Bengal Paper and Converting Enters Sheet-fed Market

Bengal Paper and Converting has entered into the sheet-fed market with the acquisition of their new 24,000 ton per year Marquip SheetWizard. With this newest addition, Bengal Paper and Converting can sheet lightweight financial opaque to heavy board with a maximum sheet size of 65 x 81 inches and handle roll widths up to 84 inches wide.

Scott H. Korn, President and CEO, commented, "The addition of the SheetWizard will help expand Ben-



gal's service platform and will do so in a way that provides our customers the finest in converting capabilities."

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 Tel: 800-732-9888
 seamanpaper.com

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 3409 W Chester Pike
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 Newtown Square, PA 19073
 Tel: 215-923-3600
 Email: info@simonmiller.com
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Soporcel North America, Inc.
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