

November 2020

- Doug Reiland, Intelligent Designs: Improving Side Seam Gumming on W+D 102s
- Tim Koepchen, EUKALIN: Provides an Update on EUKALIN's Warehouse in the US
- Keith Whisler, EMA: EMA's First Management & Technology Webinar was on Target
- Mike Budd, Multi-Plastics: Opinion and Fact on the Impact of Poor Quality Envelopes
- Bob Tees, Manufacturing-rx: Pandemic and Safety "This Could be the Best of Times"

**Doug Reiland**  
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### Upgrade Side Seam/Extrusion Performance on Your W&D 102s

Its a bit like teaching an old dog new tricks, but you can significantly improve the ergonomics and productivity of side-seam gumming on your W+D 102 envelope converting machines says Doug Reiland, Intelligent Designs.

For a description and photos of this cost-effective upgrade for side seam gumming on older W&D 102s please click on the View PDF link below. To contact Doug Reiland directly please click on his e-mail link below

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### Eukalin Expands Distribution, Will Open Midwest Warehouse

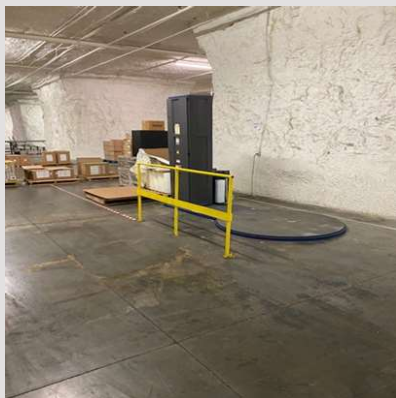


**Timm Koepchen**, Executive Vice President EUKALIN GmbH, provides an an update on the opening EUKALIN's third warehouse in Independence, MO and discusses how the company's distribution approach will address COVID-19 and LTL freight challenges

**Expanded Regional Warehouse Network:** EUKALIN to counter the short and mid-term impacts of COVID-19 and increasing (LTL) transport times will open a third regional warehouse in Independence, MO. The third warehouse is critical to our plan of being able to deliver customer orders within 3-business days from date of order receipt, regardless of geographic location. Today we can achieve this three-day delivery for our east and west coast customers by leveraging our regional warehouses in Folcroft, PA and Carson, CA and three-day delivery will be possible for Midwest customers once our our Independence, Missouri is operational (mid-December this year)and the natural temperature and humidity control of the "caves" is perfect for EUKALIN adhesives

**Planning for the Unexpected:** we also need to anticipate and plan for the unexpected. Should one of our three regional warehouses be impacted by a natural disaster or a COVID-19 event, EUKALIN will now have two fully operational warehouses with product on the shelves to eliminate any risk of interruption to our supply chain.

**Growing, Committed and Investing:** the US envelope segment is growing for EUKALIN and continues to be a core and very important part of our future. As such; EUKALIN will continue to make the investments needed to ensure we are meeting the needs of our customers, while we also maximize our opportunity and potential."



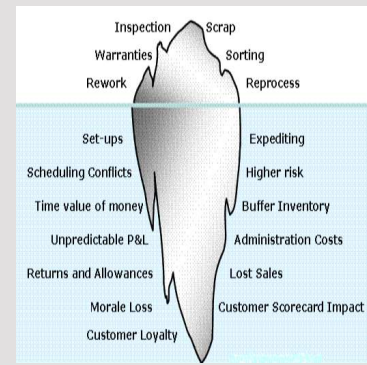
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## The Cost-Shift Risk When Lower Cost Materials Compromise Envelope Quality

“Envelope manufacturers understand the value of good quality. In most cases they will not cross the line by using materials of questionable quality. It is documented that poor quality mailings can lead to re-processing and mailing delays, which can jeopardize postal discounts. To protect the coveted USPS work-sharing discounts a strategy of using proven high-quality materials should be deployed. A customer's mailing should not be compromised by justifying the use of poor quality materials as a cost savings.”

Click the View PDF link below for additional information on this how and why quality is critical to value of the envelope and the market competitiveness of physical mail.

[View PDF](#)



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## EMA's First Management & Technology Webinar is a Success

**Keith Whisler**

Sr. Director of Technical Services

### "How to Improve Side Seam/Extrusion Gumming and Why it Matters"

On September 23, 2020 the Envelope Manufacturers Association (EMA) presented the first in an ongoing series of webinars targeted to operations and production management personnel. Produced by the Management and Technology (M&T) committee along with a number of industry experts the first topic was on side seam extrusion gumming.

Realizing the high cost associated with issues in this process the M&T committee felt it prudent to attack this topic first with two of the best technical experts in the nation along with a panel of adhesive experts from four adhesive companies. The group worked together to cover details on equipment setup, maintenance and best practices in a 40 minute slide presentation along with a Q&A session with a panel of experts.

Feedback on the webinar was very positive. Following are some of the comments EMA received. “Very, very Impressive everyone - I cannot wait to hear feedback from our internal teams!” “Great webinar!” “Just wanted to tell you that the webinar today was fantastic, well done and thank you for all your effort.”

Future webinar topics will cover technical issues as well as management and leadership topics. EMA members can access the webinar recording, slides and other helpful information using the link below

<https://www.envelope.org/webinars/>.

**Bob Tees**  
Principal Manufacturing RX

### "This Could Be The Best of Times"

In our last article it was reported that OSHA would be easing enforcement of the General Duty Clause and place value on good faith efforts. OSHA has been flooded with pandemic related workplace complaints. The Department of Labor, The Office of the Inspector General as well as Congress has recommended that OSHA improve its screening process of whistleblower complaints under the Whistleblower Protection Program. Whistleblower complaints are up over 30 percent over the last four months over the same period last year according to an audit conducted by the OIG.

A great deterrent to a visit is to follow the established CDC guidelines and maintain open communication between employees and management. Holding frequent meetings with employees and acting on their input will only serve to strengthen your organization. Keep in mind 2 out of 3 of workers are not confident about being back to work or returning to the workplace.



Among the elements facing employees today in facing the risks involved are the physical safeguards of a clean work environment, managing these risks, understanding policy changes, and dealing with the emotional impact of the pressures and exposures to these risks.

Having policies and procedures in place and their timely communication are important in alleviating these concerns. Demonstrating compassion toward this new element of employee stress may have additional benefits.

In the post-vaccine world, the impact of the COVID pandemic will remain. Despite the hardships it has caused the future will be better. The National Safety Council points out that we will have experienced the benefits of a positive change to the safety culture across all industries, a new mode of leadership and employee involvement, and the acceleration of technological advances both inside and outside of the workplace.

While we are living through the worst the pandemic has offered us, we are also experiencing the silver lining. As Winston Churchill said: "Let our advanced worrying become advanced thinking and planning."

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