

TEKRA NEWS

IN THIS ISSUE

- [Tekra Newsletter Introduction](#)
- [New 3M Laminating Adhesive 360](#)
- [Coating Options](#)

DISCOUNT & OPPORTUNITY BUYS

Vol. 1 No. 1 - October 2009

PARTNER NEWS

Lexan® Polycarbonate Film from Tekra



*Trademark of SABIC Innovative Plastics IP BV

Tekra is very pleased to be offering quality Lexan® polycarbonate films to our customers. We actively stock the most popular clear items, such as: 8B35, 8010, 8A35 and 8B35F. Tekra also carries the flame retardant films such as FR700 & FR65. Finally, we distribute the HP coated films. If Lexan® or polycarbonate is spec'd, please call Tekra for assistance! [Click here for more information on Lexan® products.](#)

DTF Invests \$10MM into Hopewell VA

Dupont Teijin Films announced  DuPont Teijin Films' new investment efforts at its Hopewell, VA manufacturing site focusing on key markets such as electronics, medical, and industrial, as well as emerging green technology applications such as the photovoltaic market.

[Click here for more information](#)

FEATURED PRODUCT



Introducing 3M™ Laminating Adhesive 360



3M has launched a new adhesive family called 360. 3M™ High Performance Quick Stick Acrylic Adhesive 360 offers excellent adhesion to a wide variety of high and low surface energy substrates including HDPE, LDPE and PP.

In addition, the product offers quick stick properties with no dwell time needed to achieve ultimate bond strength. The adhesive can be easily converted, offers higher adhesion in thinner mil thicknesses than current products on the market and is competitively priced.

OEM's now have new, higher performing thinner adhesive solutions to meet design challenges of thinner, lighter weight products. Materials are available in both transfer tape and double coat options in a variety of gauges and liner types.

Contact your Tekra representative for samples and technical information!

[Click here for more information on 3M™ Laminating Adhesive 360.](#)

Was It Really Woody Allen?

TEKRA SPOTLIGHT

I have always liked the quotation "Eighty percent of success is showing up" but I never bothered to look into who said it until I was asked to write this kick off article for our first edition of **Tekra News**. Turns out it was Woody Allen. It's a great line but I like it because it's so often true in life and it certainly is relevant considering the state of the economy and our industry.

I'm happy to say that Tekra has been "showing up" since 1938. Back in the day, our customers were companies that bound books...an industry that has all but disappeared. Today, we manufacture and distribute films and adhesives for industrial graphics customers and several related niche businesses. Despite the economy, I think the prospects for our industry and for Tekra are pretty bright. Certainly better than book binding supplies!

With all due respect to Woody, there is more to success than just showing up. As we launch **Tekra News**, I'd like to share a few of the things we try to do at Tekra to insure our continued success. First, we always look to pick the right partners. Second, we stay focused on our craft or our "niche" in business speak. Third, we run the business around a set of metrics that insure we are delivering excellent service and customer value.

Most of you probably are familiar with Tekra's strategic partners like 3M, Dupont Teijin, and Sabic Innovative Plastics. We believe that by delivering products from these world class companies (all the acknowledged

leaders in their categories) and by understanding both your business and manufacturing requirements, we can deliver value both to you and to our suppliers. We are proud to work with such outstanding partners and customers.



The Tekra slogan used to be "It's All About Answers" meaning we know an awful lot of stuff about a limited number of products. Unlike many of our competitors, we don't carry hundreds of product lines. We have chosen to be an expert in films and adhesives. We are both a distributor and a manufacturer so we use many of the products that we distribute. That positions us to assist you in selecting the right materials and to give valuable

See [page 2](#)

Woody Allen.....??

From page 1

processing advice so you can get most from your Tekra purchases. If a film or laminate product is not offered to meet your exact needs, Tekra often can create it for you in our coating and laminating operations. If you haven't already, please ask us for advice or assistance when you need it. It's part of what we do! Films and adhesives remain Tekra's niche and our craft!

Lastly, I'd like to share a few of our key metrics that Tekra uses to manage our business. These

goals are set annually in our "Balanced Scorecard" and are tied to our management team's compensation.

Metrics

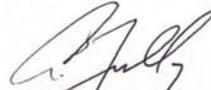
- On time delivery
- Scrap
- Lead times for both converting and picks
- Returns to stock
- Safety
- New products

It's our way of insuring we are meeting our commitments. Over time, paying attention to these key metrics makes Tekra more competitive, more dependable,

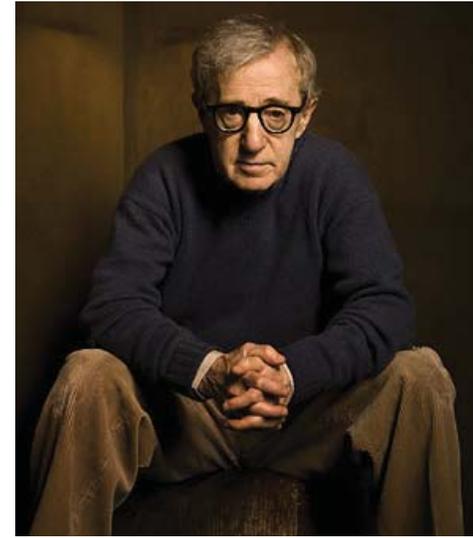
and more innovative as a supplier. We hope you feel the same way.

If you've stuck with me this far let me say I appreciate you taking the time. Also I'd like to take this opportunity to sincerely thank you for your business. All of us here at Tekra greatly appreciate the opportunity to serve you and look forward to hearing from you soon.

We hope you enjoy **Tekra News!**



Andrew G. Tully
President & CEO



"Eighty percent of success is showing up"
- Woody Allen

TEKRA GREEN TEAM

Introducing Tekra's Green Team

The Packers aren't the only team thinking green in WI anymore...introducing Tekra's Green Team. Our cross functional team consists of members from Procurement, to Engineering, to Quality & Technical Services.

Our focus: Engage in best business practices that generate economic growth for the company, while balancing the needs of our community and impact on the environment.

Some projects we tackle will be large in both time and scope (e.g. ISO 14000 accreditation); while others are small & more immediate (e.g. recycling of packaging materials & scrap film).

Environmental stewardship is the responsibility of every Tekra associate. It is our corporate belief and commitment not to be profitable today at the expense of tomorrow. If you need information on how Tekra can help your organization "go green" please contact us!



TEKRA CAPABILITIES

Endless Coating Options

Tekra's ability to coat and laminate plastic films allows our customers to create thousands of specialized products to meet the unique functional and cosmetic requirements of product designers in appliance, general industrial, energy, and electronics markets. Tekra's R & D can quickly take a project from concept to full production!

In addition, Tekra can provide toll coating and product optimization services for pre-existing coatings, tailoring an existing coating for a new application or to improve product performance.

Tekra has extensive experience coating Polyester, Polycarbonate, Rigid and Flexible Vinyl, Acrylic, Tri-Acetyl Cellulose, Polypropylene, Polyethylene, Ethylene Chlorotrifluoroethylene, Styrene, and Polyimide. Tekra can coat films from 1 to 30 mils (0.001" to 0.030") and as wide as 60 inches.

With gravure and reverse gravure coating, UV and thermal curing capabilities, Tekra has coatings that improve scratch resistance, add matting texture, tinting, formability, chemical resistance, light transmission and make films digitally print receptive. There are literally hundreds of possibilities! We



also provide in line lamination capabilities to combine different substrates or to build up layers of the same film as required.

Over the years, Tekra has developed products used in applications as diverse as signature capture pad screens, photovoltaic backer sheets, medical diagnostic test strips, electroluminescent lights, or industrial control surfaces and labels. We even have films used in the cockpits of German luxury cars.

If a plastic film alone is not performing to your expectation or you can't find the exact product you need in Tekra's coated film brands like Marnot and Protek, give us a call. We'd be happy to hear about your application and create something to fit your exact needs.

[For more information on our coating capabilities, click here](#)