

3M Names Tekra a Master Converter

The New Year has begun and is ringing in a new 3M designation for Tekra. We're proud to be named a Master Converter by [3M Converter Markets](#). While Tekra does convert 3M materials, we also serve as a key distributor of 3M products including, but not limited to, [3M™ Adhesive Transfer Tapes](#), [3M™ Double Coated Tapes](#), [3M™ Membrane Switch Spacers](#) and [3M™ Performance Label Materials](#).



In addition, Tekra's service model allows us to provide more flexibility to customers. We stock the most popular 3M products in a variety of web widths and lengths. On stocked items, we're happy to sell less than full master web rolls of materials without the upcharges often incurred when buying from 3M directly. In addition, Tekra's relatively low minimum purchase requirements (\$75 on stocked 3M items) and general ease of doing business are also attractive attributes of our service model.

Tekra's converting operations include [slitting](#), [sheeting](#), power cutting and [laminating](#). Custom laminations are Tekra's specialty, providing customers with a source for difficult constructions. In addition, Tekra has the ability to add custom, print receptive and hard coatings to 3M films further enhancing their performance.

Solutions for Solvent Inkjet

Tekra, A Division of EIS Inc., is excited to announce our new line of [JetView™ Solvent Inkjet](#) products including polycarbonate and polyester films! Traditionally, solvent inkjet based inks have been reserved for vinyl-based applications due to their chemical make-up. This left a hole in the marketplace, where durable inks, intended for long-term use, didn't have a substrate that matched their capabilities. Now they do. JetView Solvent Polyester and Polycarbonate's durability and performance can now be paired with inks that are meant to last.

Solvent inkjet presses and inks are the most economical choice for plastic films in digital printing. With less expensive inkjet press options, as well as a broader color spectrum that allows for optimal gradients, they are perfect for photo images, such as skin tones. Additionally, their durability, indoors and out, allows for fewer reproductions as well as the ability to exclude protective top coating or lamination over the inks. The ability to eliminate these steps in the production process simply equals increased profitability.

Our specially-primed films offer great adhesion and durability by blocking the solvents in the inks from breaking down the film over time. Creating this barrier now allows you to take advantage of the solvent inkjet ink benefits while also widening your market offerings to include outdoor signage, polyester dome labels, prototypes, overlays, membrane switches, museum panels, permanent in-store displays and indoor and outdoor menu boards.



Our JetView™ Solvent line will be stocked in 150' roll formats, including:

- 5, 7 and 10 mil clear polycarbonate in a variety of textured finishes
- 10 mil white translucent polycarbonate for backlit applications
- 5 and 7 mil clear polyester
- 7 mil white polyester

Other substrate styles can be created or customized to your needs with a small minimum order requirement. Tekra always encourages sampling our substrates prior to purchase to ensure you have exactly what you need for your production. Ask your representative for details.

Find the solvent solution you've been looking for at Tekra with our newest offerings in our JetView™ Solvent line for Solvent Inkjet Printers.



Flame Retardant Films for Flexible Electronics

[Polyester \(PET\)](#) film has long been valued for its inherent heat, chemical resistance and tensile strength properties. While offering unique versatility, PET flame retardance was typically at the VTM-2 level or higher. This UL rating limited the performance range of polyester in many, new emerging markets.

New flame retardant films from [DuPont Teijin Films](#)™ now offer design engineers performance flexibility in the [flexible electronics](#), transportation, construction and label industries. Halogen-free, white Teijin® Tetoron® UF Polyester film and Teonex® QF Polyethylene Naphthalate (PEN) films combine inert chemical resistance, internal strength and dielectric properties with the VTM-0 flame rating available from Underwriters Laboratories UL 94 flame classification testing.

Tekra offers both Teijin® Tetoron® UF PET and Teonex® QF PEN films in thicknesses ranging from 25 to 250 microns. Contact your Tekra sales rep for more product information.

3M™ High Performance Acrylic Adhesive 200MP

“The best keeps getting better”

3M™ High Performance Acrylic Adhesive 200MP continues to reign as the industry standard for tough bonding solutions. The products can be found in applications ranging from general graphic attachment to industrial joining applications.

In addition to the many features and benefits you've become accustomed to, 3M™ High Performance Acrylic Adhesive 200MP products now bring even more value including:

- Up to 400°F short term heat resistance.
- Excellent solvent resistance.
- Excellent shear strength to resist edge slipping and lifting.
- Some initial repositionability for placement accuracy.
- Consistently uniform adhesive coverage.
- Increased dimensional stability in high humidity environments.

- Improved sheet processing and productivity with less waste during die-cutting.
- Improved rotary die-cutting at high speeds.
- Improved resistance to curling, tunneling, cockling, edge scalloping and rippling.



For more information on what 3M™ Adhesive Transfer Tapes and 3M™ Performance Label Materials use 200MP adhesive, please visit the [Adhesive Section](#) of our website, click on the product category, and use the filter called “Filter by 3M adhesive family” to select all the products that use 200MP.

Tekra at DscopeX in DC



Tekra will be exhibiting in booth #722 at [DscopeX](#) in Washington, D.C. This is the 10th anniversary for Dscope, which

HP user community for their Indigo and inkjet press customers. At the show, Tekra will be highlighting our expanded line of JetView™ inkjet products for [UV](#), [solvent](#), and [latex](#) inkjet printers, [3M Commercial Solutions](#) products, and our line of [Dura-Go](#)® films including larger sheet sizes for the new HP Indigo press models.

TEKRA ADDS BIOSENSOR INKS TO MEDICAL OFFERING

Compositions for Biomedical Devices

Tekra, A Division of EIS, Inc., has broadened its medical product offering for healthcare applications with the addition of biosensor materials from [DuPont Microcircuit Materials](#) (MCM). Also commonly referred to as biomedical sensors, DuPont MCM is a leading US producer of unique conductive materials sold into critical patient point-of-care tests.

DuPont produces a range of screen printable inks utilizing various metallurgies and organic systems for use in biosensors. These materials are specifically designed for use in medical monitoring, diagnostics, drug delivery, food and environmental sensors.

“The decision to expand our current partnership with DuPont MCM into biomedical devices is supported by continued forecasts of favorable growth for printed electronics supplying the

healthcare industry,” stated Kevin Suino, market development specialist, Tekra. “Our customers directly benefit from an improved medical product and service portfolio.”

MCM printed electronic materials provide functionality as the biosensor electrode, signal transfer trace, and microfluidic channel definition within point-of-care devices and test platforms.

DuPont MCM Biosensor Materials include:

- Electrically conductive compositions including silver and carbon for lines and contact pads.
- Silver/Silver Chloride compositions used as electrodes for amperometric sensors, potentiometric sensors, and iontophoretic drug delivery devices.
- Precious metal-based and carbon-based compositions for working electrodes in amperometric sensors.
- Other, customized materials available.

For more information, call Tekra at **800-491-9578**

Gas Prices Are Going Down, Why Aren't My Plastic Film Prices Doing the Same?



One short year ago, a drive to the gas station to fill up the gas tank on a mid-sized vehicle would cost approximately \$40. With the flooding of the market with oil in recent months, the laws of supply and demand have taken over. Now, with the same car, it only costs \$25 to fill the tank. For our personal pocket books, it's a very welcome change and has been a long time coming.

In the world of plastic films and adhesives, and specifically the films and adhesives that Tekra provides, the recent drop in oil prices in the latter half of 2014 and beginning of 2015 has not translated into a similar decrease in price of our goods for suppliers. One would assume that there would be strong linkage between oil and plastic and adhesive pricing, so what is happening?

move independently. For example, the compounds used to make polyethylene are coming down in price as supply is outweighing demand. There have been recent downward movements in the market that reflect that and polyethylene pricing behaves more like gasoline. However, there is much more limited supply and more steady demand for fractions used in polyester, polycarbonate and adhesive manufacturing so resin prices have stayed constant despite the reduction in crude oil (see Chart 1-1). Since cracking production lines capacity is not increasing and the demand for these components have increased modestly, the costs are not declining... at least not in the near term.

In addition to the impact these compounds are having on the overall cost, other cost factors are in play. There is still continued volatility of other raw material prices used in the manufacture of films and adhesives. Chart 1-1 shows representative data from 2014 from the U.S. Department of Labor statistics for key raw materials used to manufacture films and adhesives and the recent percentage change in pricing. Despite lower oil prices, most of the relevant cost categories show inflation in 2014 and, in total, we are not seeing significant changes in costs from our suppliers.

Chart 1-1

Producer Price Indices Bureau of Labor Statistics U.S. Department of Labor	
Grouping/Industry	% Change
Plastic resins and materials	7.1%
Plastic materials and resin manufacturing	5.9%
Resin and synthetic rubber manufacturing	5.5%
Abrasive product manufacturing	4.9%
Delivery and warehousing industries	4.6%
Liquefied refinery gases, including aliphatics	3.6%
Utilities	3.2%
Plastic parts and components for manufacturing	2.9%
Urethane and other foam product manufacturing	2.7%
Commercial electric power	2.7%
Transportation industries	2.5%
Plastic packaging film and sheet manufacturing	2.1%
Engineering services	2.0%
Adhesive manufacturing	1.3%

Plastics are made from various byproducts of crude oil. Plastic production begins with a distillation process. In an oil refinery, crude oil separates into different components called fractions. One of these fractions, naphtha, is the crucial element for the production of most plastics. The naphtha then goes through a chemical process called "cracking".

Cracking breaks the naphtha down into smaller hydrocarbon molecules such as ethylene, propylene and butylene. These different simpler compounds are used to produce many different types of plastics. Since each of these compounds comes from crude oil, it is usually assumed that the costs for the compounds mirror what is happening at your local gas station. Each has its own market supply and demand patterns. Cost increases or decreases, while influenced by crude oil,

Tekra and our partners continue to optimize our manufacturing and converting processes to control our costs and remain competitive. Tekra continues to have ongoing discussions with our suppliers to monitor changes in the market. If low oil prices persist through the second quarter, we will expect to see some reduction in the pricing of petroleum compounds, but as of now the overall raw materials costs are still in the normal ranges that we have been working under since mid-2012.