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In This Issue:

- Page 1
Message from Steve Sakai
- Page 2
The innovation factor
- Page 3
Banded rolls improve score
- Page 4
Side-weld equipment for immediate delivery
- Page 5
The demand for medical pouches
- Page 5
Poised for process control
- Page 8
Making the case for automation
- Page 8
Sales team and product line-up

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ISSUE | 2007



Command Performance

Listen ~ Learn ~ Lead™



Steve Sakai
CMD President

"I look forward to working together to forge new solutions for the converting and packaging industries."

It's great to be here at CMD!

In the five months since my arrival, I have discovered an exuberant organization filled with energy, creativity and dedicated individuals. I fully intend to build on that energy, and continue to reinforce the CMD focus on its customers, commitment to technology advancement, and delivery of advanced solutions.

PDI pouch equipment offers advanced performance and converting flexibility. This product line is an exciting extension of CMD's business and is well-aligned with our converting technology experience. CMD has added engineering and technical resources to support and grow the PDI business. PDI pouch systems provide an excellent opportunity for converters to profit from the growing flexible pouch market. As our article on Medical Pouches (pg 4) indicates, the pharma and medical pouch sectors are poised to support sustained growth. PDI's expertise in this specialized equipment is invaluable, particularly when validation and clean-room specs come into play.

Some of you may be aware that my background is in flexible packaging and consumer goods. I appreciate many of the challenges you face, having personally faced them myself. Prior to joining CMD, I was responsible for a packaging business which extruded and converted films. Earlier in my

career I had responsibility for the paper towel category at a consumer products company.

I offer up this background information to illustrate that I am comfortable with the technical aspects of our business and have had significant exposure to retail customers from mass merch to warehouse clubs and grocery. I am acutely aware of the importance of process reliability and efficiency and the impact it has on your product quality and your business. We here at CMD are focused on providing you with exceptional equipment and support, because we know that it is necessary for the health of your business. For this reason, I am particularly pleased that CMD offers a process validation service (pg 5) that directly addresses the strict quality requirements inherent in supplying retail customers.

CMD is a vibrant, growing company and we have exciting news to share. We have added an International Director of Sales for Asia Pacific and will exhibit for the first time at Chinaplas. We are planning our exhibit for K-2007 in Dusseldorf this October, where we will offer exciting solutions for the European marketplace.

In closing, let me say that it is my policy to be up-close and personal with our clients. My door is open and my phone is on. I look forward to working together to forge new solutions for the converting and packaging industries.

World-Class Equipment. Exceptional Support.

CONVERTING EQUIPMENT

BAG & POUCH MAKING
High-Speed Rotary Bag Machines
PDI® Pre-Made Pouch Systems
Bottomseal Bag Systems

WINDERS & FOLDERS

Rotary Overlap Bag Winders
Turret Film and Bag Winders
Coreless Bag Winders
Plastic Sheeting Winders
High-Speed Polybag Folders

UNWINDS

Surface-Driven Unwinds
Center-Driven Unwinds
Unwind Stands

COMPLEMENTARY EQUIPMENT

Drawtape Bag Equipment
Bubble Slit Sealers
Bubble Post Gusseters
Rotary Die Cutters
Sine Wave Cutters
M.A.L.I. Hole Punches
Package Automation Equipment

PACKAGING EQUIPMENT

VFFS TECHNOLOGY
Custom Projects
VFFS Upgrades
System Integration Services

TECHNOLOGY CENTER

New, Dedicated Facility
R&D Engineering Team
Proprietary Projects
Rapid Product Development

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VFFS Equipment
Now Available Through Kliklok-Woodman:
Continuous-Motion:
Evolution
Intermittent-Motion:
KWest



See us at Chinaplas!
May 21-24
Guangzhou, China
Booth 1D705



See Us At K 2007!
Stand 3G05

Turning Vision
Into Business

Dusseldorf
October 24-31, 2007

The Innovation Factor

Technology Plays an Important Role in the Future of Your Business

Prepared to be your solutions innovators



At first thought, the idea of investing in technologically-advanced equipment to make a bag or a pouch, or to wind or unwind film, may seem like overkill. After all, it's only a **bag**. You take some film, you make a seal, you cut it off. What could be easier?

Hopefully, we got a bit of a chuckle out of you with that. We understand the complexities of bag and film converting, particularly when you need to make the products at high speeds. It's complicated enough to make a high-quality bag at slow speeds. It's an entirely different situation when webs are traveling at 600 or 700 feet per minute.

CMD has the infrastructure and invests in the resources to continually advance our converting equipment. We understand the market and economic pressures on our customers to improve their process, reduce waste, and create new, consumer-convenience products to stay ahead of the curve.

Your competitive advantage

More efficient equipment keeps your costs down. Unique equipment that converts or produces a new style, size, dispensing option, recloseable feature or other consumer convenience differentiates you by adding value to your product.

The advantage of process efficiency

When you truly understand your process, and can quantify your efficiency and product quality, you realize the advantage of process efficiency. CMD equipment, service, systems and support can get you there.

The payback advantage

Equipment designed with your process efficiencies in mind produces less waste, experiences less downtime and provides a much faster payback.

The value of repeatable product quality

In today's competitive global economy, you need to stand behind a product quality guarantee. CMD technology and diagnostics allow you greater process control and repeatable product quality.

The value of speed to market

When you come up with the next big thing, it is imperative that you meet your product launch deadlines. CMD has experience with rapid product development in equipment design, project management, protection of intellectual property and timed product launch.

The advantage of a partnership

Today's market demands the commitment and flexibility of a true technology partner, like CMD. Whether your eye is on the horizon regarding your environmental footprint and sustainability scorecard, or you are concentrating on achieving equity in the global marketplace, CMD can help with creative and intuitive equipment development to meet the changing demands of the markets you serve.

For a free copy of the CMD Video, "Converting Concepts into Profits," please phone or contact:
Lisa Kain, Marketing Manager
info@cmd-corp.com
920.380.8239



Global Perspectives

Shaughn Hanley Director of International Sales Europe, Africa, Middle East, Latin America



We have an exciting year ahead for the European marketplace. Our technology team is developing enhancements in bag winding and roll labeling/banding and CMD bagmaking equipment is continually being validated for European film blends. We will exhibit at K-2007 in stand G305, where we will demonstrate equipment and display technology targeted at producing new, exciting products and improving your process reliability.
Shaughn.Hanley@cmd-corp.com



Around the World
CMD exhibited at ProPlas with Trollope Plastics
Johannesburg, South Africa
13-16 March 2007

Jian Peng Director of International Sales/Procurement Asia Pacific



I am happy to be at CMD and look forward to the opportunity to use my experience to assist and support our current customers in Asia and provide CMD converting and bagmaking solutions to new customers.

CMD equipment offers exceptional speed, efficiency and process reliability and converts a wide variety of products, from standard star-sealed can liners to value-added, consumer-preferred drawtape bags and medical pouches.

I am stationed in Guangdong and have the flexibility and proximity to easily visit customers. Service support is also provided by local Technician, Bandid Thavornthon, Bandid.Thavornthon@cmd-corp.com

We will exhibit at Chinaplas in Guangzhou, China 21-24 May, 2007 from stand 1D705. I hope to meet many of you!
Jian.Peng@cmd-corp.com

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**My Friends,
Let's talk about.....**

CMD customers recognize this familiar opening to the periodic newsletters sent by Parts Coordinator, Don Kemp, who, over the years, discussed everything from wrinkle-free webs to seal drum maintenance. After 17 years of service at CMD, our friend, Don Kemp has retired. We would like to thank Don for his years of service and dedication and wish him well in his retirement!

CMD Expands Customer Support

To provide a seamless transition for Don's customers, CMD has trained several experienced professionals as Parts Coordinators. Both **Jeff Otto** and **Dick Sommers** are seasoned veterans of the equipment manufacturing industries and are fully trained in the CMD product line. Both have extensive technical backgrounds.



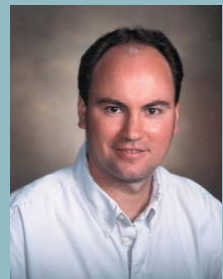
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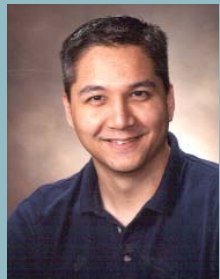
Dick Sommers
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Jeff has 30 years experience in customer service with large manufacturers of capital equipment. Dick has 14 years in customer service and 13 years in machine design for a major converting equipment manufacturer. Both Jeff and Dick are committed to providing exceptional customer service and have their own personal philosophies. "I believe in careful listening and follow-through," says Jeff. "Building relationships is very important; in the end, it is people working with people." "It is our responsibility to provide our customers with world-class service and support, says Dick. "They expect, and deserve, nothing less."

Also available to deliver parts support (and the occasional joke) are experienced equipment professionals, Jay Heinz and Jim Kading:



Jay Heinz
(920) 380-8287
Jay.Heinz@cmd-corp.com



Jim Kading
(920) 380-8329
Jim.Kading@cmd-corp.com

Kits and Upgrades

CMD equipment is designed and built to last for years, and many of you may own earlier model bag machines and winders. Perhaps you are considering how to optimize your equipment and take advantage of newer technology. CMD has designed upgrades that can be installed on your current equipment to deliver new efficiencies.

Upgrades provide cost-efficient benefits:

- Improve web handling
- Open your process window
- Improve process efficiencies
- Improve production speeds for specific products
- Expand the gauge sealability of your process

Upgrades, kits and retrofits are available for many CMD models, and range from air-loaded unwind shafts to spindle upgrades. Consider some recent upgrades that deliver great operating efficiency:

- Inverted 3rd fold for 1552ED bag machine
- Infeed nip load cell upgrade
- Air-loaded unwind shafts for drawtape module
- Custom retrofits are also available.

Call or email your CMD parts representative to discuss the complete product line of upgrades and retrofits available for your equipment!

920-730-6888
info@cmd-corp.com



PDI brand pouch equipment parts, service and upgrades



VFFS Packaging Systems Parts and Upgrades



Continuous-Motion Punches

Banded Rolls Improve Product/Package Ratio Score

From shopping bag bans to packaging scorecards, the sustainability buzz is everywhere - particularly among those of us in the plastics converting industries. Since many trends eventually affect our business in some way, it is wise to explore options.

Wound bags may be connected to each other by perforations, or each bag separated and overlapped onto the previous bag. The CMD Model 0305GOW winder meets CE, ISO/IEC and ANSI safety standards.



The packaging scorecard initiated by the world's largest retailer covers a lot of ground and will require some sweeping changes. An in-depth article in the March, 2007 issue of **Food and Drug Packaging**

reports that 15% of the scorecard will be based on the product/ package ratio.

The CMD 0305GOW Global Overlap Bag Winder offers an option for labeling/banding of rolls at speeds of up to 600 fpm. The label or band can be used as outer packaging, eliminating the need for a carton. The Global Overlap Winder is designed for high-speed production of bags on a roll using years of patented technology.

- Webs up to 12 in. (305 mm) wide
- Winds coreless rolls to 12 in. (305 mm) wide and 9 in. (229 mm) in diameter
- Overlapped bag lengths from 18 in. (457 mm) and up
- Perforated bag lengths from 15 in. (381mm) and up

The bander applies paper wrap around roll prior to discharge:

- Rolls up to 6 in. (154 mm) diameter for banded packaging
- Paper roll widths from 1.38 in (35 mm) to 7.1 in. (180 mm).
- Print registered or length selectable cut-off distances

Contact CMD Sales Department today for more information:
920.730.6888
info@cmd-corp.com



CMD Model 0305GOW Global Overlap Bag Winder with labeling/banding unit



The label or band can be used as outer packaging, eliminating the need for a carton.

**Side-Weld Bagmaking Equipment Available for Immediate Delivery
BruceBradley Equipment Offered at a Discount**



Wicketer with Driven Unwind (30 in wide machine with 15 in wicket arms)



Side Weld Bag Machines: (2) 56 in solid machines, each with unwind 56 in split-lane with two unwinds

Equipment to be sold at a discount configured "as is." Please call for more information:
920.730.6888
info@cmd-corp.com

Changing demographics and the demand for medical pouches



The first of the Baby Boomers celebrated their 60th birthdays in 2000. According to U.S. government statistics, the number of individuals in the over-65 age group will double in the next 25 years. The fastest growing segment of the population is 85 and older. More individuals are living longer and elder care issues create a new set of requirements for medical pouch manufacturers.

In response to this gradual and inevitable demographic shift, the \$400 billion pharmaceutical industry is growing 3% annually. The demand for medical packaging is estimated to grow to \$4.4 billion by 2010. Medical pouches, which represent 10% of the medical packaging market, are poised to grow even faster; at a 6% annual rate.

And while the medical pouch industry represents great opportunity, the process to convert pouches for the medical industry is complex, requiring a skilled converting team and well-validated equipment.

As an established brand of medical pouch equipment, PDI® systems have been designed specifically for the unique needs of medical pouch and bag converters and proven for reliability and performance in worldwide installations.

PDI® offers the H-Series Header Bag System and the S-Series Shaped Seal Pouch System for medical pouch applications. Both systems utilize sealing technology specifically designed and integrated

into PDI® equipment for exceptional seal integrity. This is an important aspect of the PDI® design, in that it allows for a consistent, recordable measurement of force and dwell time and provides quantifiable data relating to seal integrity. This information can be very valuable with regard to the validation of medical devices required by the industry.

The PDI® S-Series produces surgical peel pouches, retort and barrier pouches in any shape and offers high-production, multi-lane converting in a reliable, simple-to-operate system.

The PDI® H-Series produces header bags and pouches and offers high-speed, multi-lane converting with a four-roll unwind system to accommodate multiple webs.

CMD offers engineering, technical and spare parts support for your PDI® equipment.

Call today for a detailed presentation on the advantages of PDI sealing methods for medical applications: **920-730-6888**, info@cmd-corp.com



CMD names new president, expands sales department



Steve Sakai
President

Steve Sakai has been named President of CMD Corporation. Sakai held a series of senior level positions with Appleton (formerly Appleton Papers) since 1996. In his most recent position as Vice President and General Manager of Performance Packaging he was responsible for formulating and leading the firm's Performance Packaging Business. He received an MBA from the University of Puget Sound, Tacoma, WA, and earned a BA in Accounting from the University of Washington, Seattle, WA. He brings with him more than 20 years experience in the paper and film converting industry.



Jian Peng
International Director of Sales/Procurement Asia Pacific

Jian Peng has joined CMD as International Director of Sales for the Asia-Pacific territory. Peng has extensive experience in capital equipment and manufacturing, including seven years in the plastics processing equipment industry in the United States and China. His education includes both Bachelors and Masters Degrees in Mechanical Engineering. He also earned an MBA in General and Operations Management from Rider University, New Jersey. In his new position, Peng will be responsible for solutions and support for converting and packaging customers in Asia and the Pacific.



Ed Verkuilen
Regional Sales Manager Western United States and Canada

Ed Verkuilen has joined CMD as Regional Sales Manager for the Western United States and Canada. He is a graduate of the University of Wisconsin - Eau Claire, where he received a Bachelor of Science degree in Environmental & Public Health. He has more than 20 years of experience in the flexible packaging converting market. In his new position, Verkuilen will be responsible for solutions and support for converting and packaging customers in Western United States and Canada.

The PDI S-Series Shaped Seal Pouch System for medical applications

Poised for Process Control

By Brad Schmoll
Manager of Technical Services

In the world of bag and film converting, process is paramount. The more reliably you can produce the desired results, the better. However, the pain of process efficiency is complex, and often a daily - *no, make that hourly*- struggle. But the pain can be minimized considerably if up-front work is done - even prior to shipping your machines. CMD offers a customized product validation service that yields impressive results.

What does the program consist of?

- Validation testing, utilizing your formal quality procedures, for process and product specifications
- Quantitative data which proves your process is stable and your product quality meets your customer requirements
- Equipment settings are optimized to your specific requirements and products
- Helps to identify root causes to process issues that may relate to: machine, substrate, product, training issues, etc.
- Problems are corrected proactively because validation testing continually monitors metrics and identifies areas of concern prior to start-up

There are many advantages to having your equipment process and product validated

prior to its arrival in your facility. It does not interrupt your production or take your personnel away from regular production duties. It provides a clean, "out-of-the-box" start-up. However, the program **can** be administered in your facility; even on existing equipment lines.



What are the benefits - isn't the equipment already tested by the OEM?

Your equipment is tested and warranted by your OEM, but your **process** is another matter. The product validation service ensures that your equipment runs your product using the most efficient process possible, with repeatable, quantifiable product data you can present to your customer.

To truly understand the real benefits, consider the costs of an unvalidated, unstable process.

- What is 10% more efficiency worth to you each day?
- What does a pallet of bad product cost - in dollars - in lost business?
- You may feel you can meet your operating efficiency requirements using established operating procedures. The CMD product validation service can build on your success and help with the trouble spots by identifying issues and helping you solve them.
- CMD's product validation service can identify and measure many of the primary impediments to your process efficiency: scrap, downtime, product defects.

Because CMD truly believes in the value of this service, we have put experienced professionals behind it and are committed to continual education and training. Although product & process validation is complex, it drives simply outstanding results - reliable product quality, less waste, more efficient operation.

For more information on the CMD product validation service, please contact us:
920-730-6888
info@cmd-corp.com

Making The Case for Automation

According to the U.S. Department of Education website (www.edu.gov), the last decade saw high school graduates increase by 22%. In the same period, the number of bachelors degrees earned in the U.S. has increased by 9.4%. The baby boom generation is retiring, and generation Y is more educated, has higher career expectations and is *not* flooding into manufacturing. With Labor Department statistics showing unemployment rates hovering at 4%, the pool of available packaging line workers is not getting any deeper. Meanwhile, packaging equipment has become more sophisticated, requiring a higher level of education and training to effectively operate and *optimize* a production line.

Which brings us to the case for automation. While an automation line eliminates lower-end production jobs, it opens opportunities for

retraining and educating existing workers, who are often then more enthusiastic and dedicated. Automation positively impacts productivity and offers more control over your process and your product quality. Risk reduction is also a big benefit. Automation can improve workplace safety, reduce ergonomics issues and repetitive motion injury claims. CMD offers several options for rolled product and folded product automation. Please contact the CMD Sales Department for more information and a video demonstration.

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