

New Manufacturing Plant Opens in Tennessee



This fall, Dietzgen opened a new 50,000 square foot manufacturing center on the Nashua campus in Jefferson City, TN, about 30 miles northeast of Knoxville.

Nashua has invested \$2.5 million dollars in acquiring and renovating the former Pinnacle Steel building, which is contiguous to the Nashua campus. This is the fifth building on the Nashua site, which also includes Nashua's East Coast label and transaction supplies manufacturing facilities. The new manufacturing center

provides service to Southeastern customers and provides products for next-day distribution centers in Texas, Illinois, New Jersey, New Hampshire, and Florida. A mirror manufacturing center in Los Angeles, California, serves Western customers, and supports a next-day distribution center outside Seattle, Washington.

"Our Dietzgen business has more than tripled in the past 3 years, and the consolidation of our facilities into this new 50,000 square foot building is evidence of our commitment to the markets we serve and the greater Jefferson City community," said Andy Albert, CEO of Nashua Corporation.

With plans for Dietzgen's business to double again by 2009, the new state-of-the-art facility will offer key support to this growth.

"With new equipment, a more efficient layout and proximity to the rest of the Nashua business, Dietzgen can increase service levels and accelerate our new product introductions," Albert said.

92-Bright Bond: How Dietzgen Is Protecting You From Hidden Changes

As you probably know, all major large-format bond providers are switching from 88-bright to 92-bright 20# and 24# grades in response to changes mandated by major U.S. mills such as International Paper and Weyerhaeuser.

What you probably HAVEN'T heard about is the other bond changes the mills have made, and how they could affect you and your customers.

As one of North America's largest bond customers, Dietzgen's parent company, Nashua, has taken the lead in testing the new 92-bright bond sheets from all of the major mills. While brightness levels are fairly consistent, some mills are producing a "whiter" sheet than others. There are also negligible variations in smoothness, opacity and tensile strength.

While brightness measures the light reflected by a sheet, whiteness relates to the actual shade of the sheet. Even slight variations in whiteness can be distinguished by the naked eye, so Dietzgen is taking steps to ensure that each of its plants receives bond with both consistent brightness and whiteness, even when we source from more than one mill.

This helps ensure that you produce plan sets that are uniform in appearance, and that your customers receive the same high-quality bond every time they order.

We will continue to thoroughly test all of our raw materials to ensure they conform with our standards, and we will work with the mills to produce bond that provides consistently excellent performance

Dietzgen Announces Kodak Graphics Media Agreement

Dietzgen has announced that it will add Kodak brand media to its family of large-format graphics products. The agreement gives Kodak additional distribution in important Reprographics markets, and allows Dietzgen to offer even more options to customers expanding into trade show, point-of-sale and display graphics. Dietzgen will place special emphasis on Kodak's photobase, backlit film and unique "Poly Poster" products.



"We are extremely pleased to be associated with Kodak, since they offer such a powerful combination of resources as a printer manufacturer, a leader in digital imaging, and a developer of photo papers," said Doug Von Dollen, Dietzgen's National Marketing Manager.

In addition to Kodak products, Dietzgen offers customers a full selection of Sihl graphics media and the company's own Magellan-brand line of display, banner, and fine-art products.

in this issue

- New Tennessee plant
- 92-bright bond changes for your benefit
- New additions to Dietzgen team
- Dietzgen/Kodak Media Agreement

Matz, Saks Join Growing Dietzgen Team

Dietzgen has made several recent management changes as our business continues to grow and the needs of our customers evolve.



Laura Matz, VP Marketing of the Nashua Paper Division, is assuming more responsibilities for Dietzgen's day-to-day

operations as former General Manager Barry Knott leaves to become CEO of a Colorado-based label company. Laura has been instrumental in developing new Retail Security and Custom-Printed products for our Point-Of-Sale supplies unit. She also has a strong background in market research, strategic planning and business management.

Peter Saks is assuming the newly created role of VP Sales, Dietzgen. Peter comes to Dietzgen from Products



Division, where he served as VP Sales for several years. Peter brings to Dietzgen a strong background in sales and sales management, plus considerable experience with Wide Format, Toner, and Office products.

Laura and Peter will help us react more quickly to the changing needs of customers, and develop new products and services that provide a competitive advantage for Repro/Graphic distributors, dealers, and service bureaus.

Please join us in welcoming Laura and Peter to the Dietzgen team, and in wishing Barry all the best in his future endeavors!

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