

Press Release

June, 2012

MATERIALS, RESOURCES, STOCK, STRUCTURE, PRODUCT, What are your options?

Question: Is it time to consider alternative materials to the standards? Something to ponder. In this competitive economy, are you using the best most cost effective material options for your application? In the label and flexible packaging world there are many tried and true standards that are consistently and almost without question specified in medical device applications. As a part of our commitment to our customers, beyond the surface relationship and partnering which we do day in and day out, we are looking out for alternative but equal sources of raw material. Identifying baseline equivalents which offer performance levels in line with some of the old industry standards but at greater value is something that Labels, Inc. /FlexPrint as a small company is able to do for our customers.

Did you know that there are options for 2.5 mil and 5 mil transfer adhesives?

At Labels, Inc./FlexPrint our QMS incorporates a very rigid and robust system which will ensure no changes are made to customer products without prior notification. Once a material is specified by our customers, the drawings are reviewed and confirmed; our process provides repeatable controls in material standards and product quality. That said, we also feel it is wise to understand what is available in the market that would provide like performance to our customers at a potential cost savings. Did you know Labels, Inc./FlexPrint has partnered with many material suppliers, offering competitive “drop in” options that may be worth considering? Keeping in mind that validation is always part of the equation when determining if material change is worth investigating, we would be happy to review your current specifications and offer the best option for the money. Give us a call or email if interested. You may find

that material selection could be a valid source for annual cost containment goals.

Flexible Packaging - Flexible Partner - Flexible Support- Flexible Development - Flexible Programs - Unwavering Commitment- Unwavering Quality - Unwavering Standards; that's Labels, Inc./FlexPrint. Changing the way business is done by providing world class products and service with small company care. 🐼

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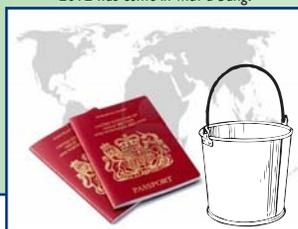


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Zake's Place
 2012 has come in with a bang!



Who are the new proud parents?

6th Annual Cooking Contest
 We're not just good at making labels!!





Employee Spotlight

We welcomed Dave Dacey to our team back in March of 2010. A native of Patchogue (Long Island), New York, Dave grew up with his parents and younger sister, Kristen, in Salem, NH and attended local schools. He earned an Associate's Degree in Print Technology at New Hampshire Community Tech, Laconia, NH, then later transferred to CCSU in New Britain, CT, and received a BS in Industrial Technology, with a concentration in printing/graphics technology. From 2003 to 2009, Dave was involved in the Salem High summer printing program. He spent his summers as a press operator, eventually working his way up to a supervisory position with six people reporting to him. Currently, Dave is a press operator in the Flexo department. As noted by Jenn Castor, his supervisor, "Dave has been a great addition to our team. He's very easy to work with and handles instruction well. It did take some time getting used to his exceptionally polite demeanor." A true gentleman, he is.

David shares a home in Andover, MA with his girlfriend, Kristi. The couple enjoys the outdoors, backpacking and hiking in the White Mountains with friends and the colder the weather, the better!! On one of their ventures (in minus five degree weather!!), their buddy got frostbite...and one cold December, Dave took an unexpected swim in a river up in the mountains after carelessly slipping on rocks. Self-described as fun-loving but stubborn, as a child, he actually slept on the floor of his bedroom for 7 years, never using his bed, much to his parents' chagrin. It was just so much more comfortable to be on the floor!!

For someone as active as Dave, one can imagine his devastation when, in 2005, at the age of 20, he was diagnosed with Undifferentiated Spondylitis, a potentially debilitating form of chronic arthritis, which usually involves pain in the attachments between the lower back and pelvis. It began in August of that year, shortly after returning from a long, cold, rainy hike. Two days later, he couldn't stand up. After a grueling three months of walking with a cane and visiting over twelve different doctors, a former teacher proved to be instrumental in expediting his diagnosis through her suggestion that he be tested for a particular gene, known to be linked to spondylitis. As luck would have it, Dave tested positive. The initial prognosis was pretty grim...doctor's orders were to refrain from skiing, biking, hiking...all of the things he loved to do. After getting over the initial pity party, Dave decided he would have none of that, so he got a second opinion, and this doctor gave him the go-ahead to do anything he wanted, to live his life, "as long as it doesn't hurt."

So...Dave took charge of his health. As one who does not like to take medications, he manages his condition primarily through proper nutrition and minimal meds, and avoids inflammatory foods, such as dairy and soy (and that's a challenge!!). He's pretty proud of the fact that since he's begun to control his condition through diet, he's cut his medications in half. Dave loves desserts, so you might find him in the café, dining on the "natural" version of some of his favorites, like banana Bundt cake, homemade granola, or zucchini bread...they're staples in his home. His strong will enables him to easily give up foods that aren't good for him. Does the occasional pity party rear its ugly head? You bet! But it doesn't last long, because of Dave's undaunted zest for life. When asked if there's anything he can't do regarding his illness, his quick reply: "I can't spell my disease!!" Did we mention that he also has a great sense of humor?

Dave and Kristi love bikes--not the kind with motors, but anything that can be pedaled. Between the two of them, they own a combination of six mountain and road bikes, and use them an average of four times a week. Last year they vacationed in Moab, Utah (biking, of course!), where Dave landed an overnight stay in the local hospital, sick from severe dehydration from "losing all his food through his face", as he puts it! This year you'll find them camping and biking in Durango, Colorado. The plan is to fly out and drive back, to save money. With any luck, he won't get an opportunity to see just how special *their* local clinic is!

Down the road, Dave and Kristi are looking to buy a house soon. We wish them the best. 🍷



Zake's Place

Well 2012 has come in with a bang and as usual is clicking by way too fast! So many things to do and so little time... John and his team are making great improvements to the company and I feel very strongly that 2012 may be one of our best years ever!

Our digital printing capabilities are almost there as a commitment has been made and all that is left is to decide which press to go with. We have narrowed the choice down to three companies and a decision will be made in the next couple of weeks. Chris Snow will tell you more about this in his column.

I was fortunate enough to cross one item off of my bucket list when Jim and I visited my father's birthplace in Turkey last year and now one more will be taken care of this year as Donna and I are going to Machu Pichu, the lost city of the Incas in Peru. It is a ten day excursion which includes four days on the Amazon in a small cruise boat. The last place on my list to see is Lithuania which is my mother's side of the family.

Softball season will soon be upon us and Captain Joe Hile has assured me that the team will win more games this year than last. Seems I have heard this before but I appreciate his optimism and support our team in every way possible.

Well, that's all for now and as always, until the next Press Release, I wish you health and happiness. ☺

—BZ



Employee Anniversary Dates

Robert Zakian	35 yrs	President
Rick Rokes	23 yrs	Director of Regional Sales
Mike Labrecque	20 yrs	Operations Manager
Edward Paquette	13 yrs	VP Finance
Diana Burkholder	11 yrs	Document Specialist
Nancy Hill	7 yrs	Rewind Supervisor
Bernice Howell	6 yrs	Screen Press Operator
Paul Curley	6 yrs	Pouch Machine Operator
Marilyn(Mae) Cynewski ...	4 yrs	Pouch Machine Operator
Patrick McMahon	3 yrs	Shipping/Receiving

EVENTS AND HAPPENINGS



6TH ANNUAL COOKING CONTEST



Prepress Specialist Jason Peterson & fiancé Heidi Buzzell welcomed a new addition to their family on 4/28/12 Zoey Leighna Peterson was born at 19.5" and weighed 7lbs 4 oz

- 🏆 1st Place: Jackie Lacrosse-Vegetable Lasagna
- 🥈 2nd Place: Nancy Tyger-Pork Egg Rolls
- 🥉 3rd Place: Mike Cooper- BBQ Pulled Pork

Chris' Corner

Digital and beyond!

Well it has taken 15 years but Labels, Inc. is finally making the jump to Digital Printing! Mike Labrecque and his team of manufacturing gurus have been evaluating the myriad of options available, with the help of many vendors. This is no small task; however, I believe Mike has his mind made up barring any last minute changes to the proverbial landscape.

So what will this change, you ask? Well first and foremost, this will allow us to provide as little as ONE label regardless of die shape and number of colors. This technology eliminates the need for custom die-cutting tooling while also eliminating the cost of printing plates. Of course there are drawbacks that prevent this technology from replacing our core of flexographic presses, mainly speed and cost. While many of the support costs will go away in a digital application, the cost per label will most likely be a little more thus limiting our use of this equipment to jobs with less than 5000 or 10,000 units. We are expecting to place an order for this equipment in Q3 of this year with delivery shortly following. Our staff of Sales and Customer Service folks will be bringing this new technology to you in the form of product recommendations as we identify good matches for digital printing.

Some of you may have noticed that more changes are afoot here at Labels, Incorporated. Annette Sell has transitioned back to our prepress department to assume the role of Prepress Supervisor. Annette's many years in prepress, combined with her time as Customer Service Supervisor made her a perfect candidate to head up this department of talented folks.

In Annette's absence Nancy Tyger has assumed the role of Customer Service Supervisor with Jackie Lacrosse moving from her receptionist position to a full time CSR. While Jackie will still be working the phones for the near future she will also be handling all types of customer service calls, so feel free to test her out! Nancy has been a critical member of our CSR team for over 10 years and has risen to the challenge of stepping into Annette's shoes as department lead. I trust that you will all join me in congratulating these three women on their individual and team accomplishments. Without them the labels team would be far less effective...and nowhere near as fun!

Next down the pike will be upgraded marketing and internet programs.....Stay Tuned!

As always, thanks to all for your interest and support!☺

—Chris Snow
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