

Press Release

November, 2012

Zake's Place

Summer is over and I hope that everyone had as fine a season as the Zakian family. Children and grandchildren are all well and back to the regular fall routine. Cara is in her third year of teaching music at St. Joseph School in Oradel, N J, grandson Will is a sophomore at Berwick Academy, granddaughter Mary is in the fourth and grandson Jacob in the second grade in the South Berwick school system. Sons Rob and Jim are both fine, Rob working building sets for movies and Jim at Labels, Inc./FlexPrint.

Donna's and my trip to Peru was fabulous, greatly exceeding expectation. Machu Picchu was everything that we thought it would be but our cruise on the Amazon was unbelievable. Six days cruising and just enjoying the sights and the ambiance on the boat is something we will never forget. If anyone has any interest in a trip such as this, I would recommend you check out delfinamazoncruises.com. The boat took us to places only accessible by water as there are no roads in these areas. Villages are isolated with very little outside communications except for a ferry that stops weekly, and dugout canoes are their work vehicles and sources of transportation. Flor de Castana is one village that we visited and although the people are friendly and happy, Donna and I decided to help them by donating items they sorely needed and are not readily available. I proposed this idea to the Labels, Inc./FlexPrint family and they responded enthusiastically to this undertaking and the first shipment was made in August. Vitamins, articles of clothing, toys, school supplies and tools were sent. This was all done with the help of the folks at Delfin Amazon Cruises as they made the delivery. The gratification and thanks that we received from the fine people of Flor de Castana made this endeavor a wonderful experience. The talk is that now we have adopted this village and next shipment is scheduled for December.

Our new digital printer is installed and running and assembly of another pouch machine has been completed. Chris will tell you more about our plans and capabilities in his column. The company softball team reached new heights as they won three games and made the playoffs but were eliminated in the first round. As usual, Captain Joe Hile has promised to do better next year.

Vendor Appreciation Day went off smoothly as the weather cooperated and a boat tour of the Kennebunk River, views of Walker Point and some seal sightings were enjoyed by all. Bill Griffith, Cadillac Products was the recipient of the 2012 Vendor Recognition award.

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

—BZ



Employee Spotlight
Josh McGown

JC's Garage
Jake's 2nd deployment



Flor de Castana
thanks Labels, Inc.

2012 Vendor Recognition Award
Bill Griffith



inside:



Employee Spotlight

A native of Newburyport, MA and raised in Exeter, NH, Josh McGown kicked off his career with Labels, Inc. in the summer of 2002. While taking a siesta out in the company parking lot, someone spotted him and suggested to his mother, Kim, our full-charge bookkeeper, that we rouse him up and “put him to work”!! So...through the doors he marched, straight into a career that has now spanned over ten years. Josh’s first assignment was custodial, assisting in the Facilities Maintenance Dept. for two years, until he transferred to the Screen department as a screen printer. Rejoining us after a two-year hiatus, he again served as custodian and, within a few months, came on board our Flexo team as a press operator. Over the years, Josh has fine-tuned his printing skills, placing him on a par with his peers. He’s an up-beat kind of guy who always has a smile. Some of his co-workers even refer to him as “my work son”-a genuinely sincere young man who always has a kind word, regardless of the challenges facing him in the daily grind.

Stratham, NH is home to the proud father of two, which he shares with his “girls”: daughters Izzy and Maddy, four years old and sixteen months, respectively, and his very devoted and supportive wife, Chelsea. An avid fisherman, Josh can often be found trolling for bass at the Lamprey River in Newmarket, NH with angling buddy Izzy at his side, in his flat-bottomed boat. Last year he attempted trying his hand at ice fishing, but abandoned that idea because it was just too darned cold! Dabbling in his part-time hobby of making his own fishing bait, particularly soft plastic rubber worms, keeps him busy. But what brings him his greatest joy is his family. Josh is a man who cherishes time spent with his wife and kids, attempting adventurous things like camping, four-wheeling, and snow-mobiling (Chelsea’s parents own a camp in Maine, which has proven to be the ideal spot for snow-mobiling these last few winters). Photographic memories decorating his work bench, each telling their own story, paint a portrait of a young father dedicated to his family; for Josh, that’s what it’s all about. 🐾



Josh and Izzy give thumbs-up to a great catch at the lake.

Maddy likes to help with the fall clean-up!



Wife Chelsea, spending quality time with Izzy.



Employee Anniversary Dates

Doug Dowie	25 yrs	Facilities Manager
Kathleen Natoli	25 yrs	Quality Assurance Supervisor
Ian Mansfield	18 yrs	Production Support
Jennifer Caster	14 yrs	Flexo Process Supervisor
Jackie Lacrosse	10 yrs	Customer Service Rep.
James Zakian	9 yrs	Production Associate
Cecilia Meyer	9 yrs	Pouch Machine Operator
Allen Craig	7 yrs	Quality Assurance Manager
Josh McGown	7 yrs	Flexo Press Operator
Tracy Whitman	7 yrs	Pouch/Screen/Offset Assistant Supervisor
Jason Peterson	6 yrs	Prepress Specialist
Matt St. Martin	5 yrs	Manufacturing Engineer
David Fieldsend	5 yrs	Flexo Press Operator
Daryl Barnes	5 yrs	Manager of Buying & Planning
WayneB rackett	4 yrs	Pouch Machine Operator
Luis Suarez	1 yr	Prepress Specialist

JC's Garage



Hello colleagues and friends. It has been some time since my last column and I want to begin by saying Thank you! For not only your business but your friendships and camaraderie.

Again I am dedicating this column to my son Jake, who is beginning his second deployment in Afghanistan. Words cannot express the pride I have for my son. Cindy and I along with Jake's wife Gina and newly born eighth grandchild Lilyana were fortunate to be able to see him off from Camp Shelby, Jackson, Mississippi. We are extremely proud and thank not only him but Gina and our grandchildren as well for the sacrifices they also make. Being ex-military, I can tell you that these deployments are as equally if not more emotional for the families than the soldiers themselves. I thank all the men and women serving in our armed forces along with

their loved ones and wish them Godspeed and a safe return home. Please remember to thank our men and women in uniform if the moment presents itself and I sincerely would appreciate prayers for my son and his family as he serves with the utmost pride in representing our wonderful country, The United States of America!

2012 has been a steady year for Labels Incorporated. The addition of Digital printing technology, along with our new (built in-house) eighth pouch machine has elevated the enthusiasm as we close in on the year end and look forward to a prosperous 2013. Although it is challenging in this environment to predict the future, I am confident based on the current project load that the New Year will bring new exciting partnerships.

Until the next JC's Garage I again thank you, our customers and vendors, for your support and wish all good health and happiness.☺

-John



Labels, Inc.

We support our troops!

FlexPrint

Lilyana
born August 31st, 7lbs 2oz

Chris's Corner

Is it November already?

The air is cool...the leaves are gorgeous...the kids are back in school and the days are starting to shorten up. This of course can only mean one thing.....WINTER is coming! Besides most of us in the Northeast beginning to hunker down for what promises to be payback for last year's mild winter offering, those of us here at Labels Inc. are preparing for what promises to be a record year in 2013.

Our new Digital press is installed and running like a champ! Annette and her team are hard at work finalizing procedures, tweaking work spaces and adjusting to the new technology, all in an effort to perfect what we feel is a much needed service value improvement for Labels Inc. and our customers. Our Medical friends now have One-off prototypes at their fingertips while our Food friends have the ability to run small quantities, multiple copies and custom die shapes. And all of it is WITHOUT the cost of plates and tooling!!! I call that exciting.

In the last issue of this Press Release I spoke briefly about new marketing programs that were headed our way. These programs are just starting to hit the streets and I wanted to bring you all up to speed. Our Internal Sales Support guru Charlie Goldstein has been down in New York, hard at work getting our social media and internet marketing programs developed and on track. You will now be able to find us online on Facebook at LabelsIncFlexprint and on Twitter at @labelsflexprint. Feel free to jump on facebook and like our page or shoot us a tweet! We'd love to hear from you. Rick and I are actively tweeting industry updates, lead time changes and anything else that we think adds value for you!

Also we are rolling out a new marketing campaign for similar types of information. All of our contacts will soon be receiving our first installment and we hope you enjoy the easy access. Eventually our newsletter will be sent electronically as well, so look forward to one of us giving you a call to discuss your preference.

As always...Thank you for your time and support!☺

—Chris Snow
VP Sales & Marketing
csnow@labelsinc.com

EVENTS AND HAPPENINGS



Bill Griffith (left), Cadillac Products, was the recipient of the 2012 Vendor Recognition award.



Flor de Castana thanks Labels, Inc./ FlexPrint

