



PAK-IT

Klöckner-Bartelt Newsletter for Employees & Families

July 1991



Tom Gresge, Midwest Regional Sales Manager (L.) and Lloyd Poulton, Sr. Service Engineer, are shown in our Training Room. Pictured on the right is a plaque of appreciation that Lloyd Poulton received from students who attended a recent Bartelt IM Training Course.

KBI Training Program Has An International Touch

Each year, approximately 100 people from North and South America, Japan and other parts of the world visit Klöckner-Bartelt to attend the Bartelt IM Training Course.

This highly regarded course is an intensive, hands-on, five day training program for people involved in packaging equipment management, operation and maintenance.

Starting up, operating, trouble shooting and maintaining a typical IM 7-14 Bartelt tandem pouch packaging machine are topics covered during each week-long "class." Most classes include 7-12 students - usually from different companies.

There are normally 12 one-week classes per year - 4 of which are taught in Spanish, reflecting the international aspect of this unique training program.

Students operate an IM 7-14 packager; perform maintenance functions; and solve machinery problems that are created by course instructors. Training is provided for older Bartelt machines, as well as for the most current models.

At the end of each class, there is a graduation ceremony where students completing the course receive certificates.

Heading up this very important Klöckner-Bartelt training activity is *Bob Dufort*, Service Manager.

Other training course team members are instructors *John Bowser*, *Lloyd Poulton* and *Herb Tigges*, who teaches the Spanish segments. Coordinator *Lucy Arias* has the very important job of handling students' travel and housing arrangements and making sure that everything is organized so the students' stay at Klöckner-Bartelt is both productive and enjoyable.

Our Bartelt IM Training Course began operation in 1963 and, since that time, has trained more than 3,000 students from around the world. The course is recognized, internationally, as one of the finest training programs in the entire packaging industry!



1-1/2 Million Safe Hours: Something To Celebrate.

I hope every Klöckner-Bartelt employee is as proud as I am over our company's incredible safety record: 1-1/2 million safe working hours over what is approaching a 5-year time period - without a lost time accident!

This major accomplishment, very rare in a manufacturing plant like ours, is something to officially recognize and to celebrate with our employees and our families.

To celebrate this achievement, we are considering plans for a special event for KBI employees and families to be held at our plant this Fall. This event will serve two very important purposes:

- Commemorate our 1-1/2 million safe hours record;*
- Give our families an opportunity to see our new plant addition.*

We'll keep you up to date on plans for this special celebration event. I hope everyone will be able to attend, as this event will be a tribute to the safe working practices and teamwork displayed every work day by each and every Klöckner-Bartelt employee!

Thank you,

Charles C. Brown, President

Annual Dinner Dance Changes Announced

It might seem early, but your Social Committee is already at work making plans for our Annual Dinner Dance to be held on Saturday, December 7th.

This event, the highlight of our employee activities each year, will feature a few changes, including:

New Location - The Lido Beach Holiday Inn, site of several previous Dinner Dances, has closed its upstairs dining room. This means we'll be partying at a new location this year - the Chez Med, located right on the water at Siesta Key.

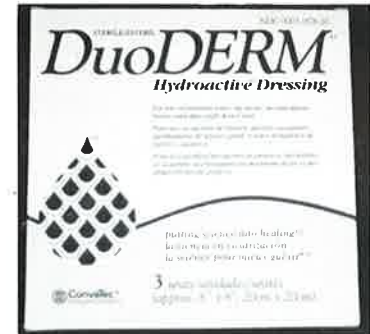
\$5 Reservation Deposit - This is a per person reservation charge, payable by employees when they sign up for the Dinner Dance. This deposit is refundable to those

employees who make reservations and actually attend. It is non-refundable for employees who make reservations and don't show up.

The reason for this Deposit is the large amount of money it costs our Employee Fund when we make dinner reservations for people who don't show up. These reservations must be paid for because the restaurant prepares food based on confirmed reservations. Last year, "no-shows" cost our Employee Fund more than \$800- money that could have paid for another Hoagie Day or other employee activities.

We'll keep you informed as more details are firmed up for our Annual Klöckner-Bartelt Dinner Dance!

ConvaTec (A Squibb Company) Orders CM Cartonners



*CM Cartonners will be used
for DuoDERM products.*

Klöckner-Bartelt has made another major step into the pharmaceutical packaging field with the sale of two Bartelt CM Cartonners to ConvaTec, a Squibb company (Bristol-Myers/Squibb is a giant in the pharmaceutical products industry...).

The multi-size range CM Cartonners will be used by ConvaTec in the packaging of a wide variety of sterile, hydroactive dressings. These dressings, or, bandages, are used in general hospital and surgical room applications to protect sores, second degree burns and skin graft donor sites.

Klöckner-Bartelt was selected by ConvaTec after an intensive look at all of our major cartonning machine competitors. The customer's decision was made, based on our CM Cartonner's design, workmanship, features, serviceability, durability and fast changeover time.

Another big factor was our ability to listen to the customer...recognize his needs... and, professionally fulfill those needs.

In addition to an initial order of 2 machines, ConvaTec has 1 new IM Cartonner on order and is expected to order 2 additional lines in the near future. Our goal is to become the exclusive supplier of cartonners to this Very Important Customer!

Thanks to all of the quality-minded Klöckner-Bartelt people who worked together to secure this very significant order!



Klöckner-Bartelt Achieves 1.5 Million Safe Hours

Klöckner-Bartelt employees have surpassed another important milestone in their remarkable safety record: 1.5 million hours without a lost time accident!

Only a relatively few manufacturing plants in the United States have achieved the 1.5 Million Safe Hours mark, making Klöckner-Bartelt one of the nation's safest places to work.

Credit for this outstanding

achievement goes entirely to our employees, whose excellent house-keeping, safe working practices and safety teamwork have made this record possible.

Our next goal is *5 Years Without A Lost Time Accident* and that will occur on October 14 of this year (at which time we should be over the 1.6 Million Safe Hours mark).

With *your* continued help, we'll achieve this important goal, too!



Darrell Tate Retires After 31-1/2 Years

Darrell Tate of our Electrical Department has retired after more than 31 years with our Company. Darrell and his wife, Willene, are moving into a home they purchased at Walnut Ridge, Arkansas, where they'll be close to family members.

Darrell joined our company in 1959 and has been an excellent team player over the years. Above, he is shown with Willene.

Teamwork Helps Sell 2 Machines For Tylenol Products

Klöckner-Bartelt recently delivered two IM-7-14 pouch packaging machines to Accupac, which has been contracted by McNeil Consumer Products to package the new Tylenol Hot/Cold Flu medication.

One big reason for this two-machine sale was an outstanding team effort by our Parts, Sales and Production groups.

Representatives from McNeil had contacted *Jerry Coleman* of Parts Sales, to place a large order for conversion parts, for use on two used pouch packaging machines they planned to purchase. When Jerry asked why used machines

were being considered, the McNeil folks said they didn't think two new machines could be produced fast enough to meet their schedule.

Jerry put the McNeil people together with *John Ferrua* in Sales. John was able to work with our Production group on an accelerated



delivery schedule for two new machines. This enabled McNeil to purchase two *new* machines, rather than settle for used equipment.

Result: a major order for conversion parts *plus* two new IM-7-14 machines, rather than an order only for conversion parts.

Congratulations to Jerry Coleman for his heads up thinking and to Sales and Production for their fast response. This exceptional teamwork enabled us to increase our sales and - most important - allowed us to provide better service to an important customer in a field where we have great growth potential: pharmaceutical products!



KBI Employees Get The Picture

KBI employees have considerable talent in photographing people, animals and nature. This was shown by the quality of the entries in our *1st Annual Klöckner-Bartelt Photo Contest*.

A total of 20 photos were submitted. Entries were displayed in the Canteen and judged by employees during Hoagie Day. Winners were: **Scott Veix** (*People*); **Lloyd Poulton** (*Animals*); **Earl Granroth** (*Nature*).

Winning photos are being enlarged, matted and framed. They will decorate the wall of our Canteen.

Based on the success of this contest, our Social Committee has decided to make this an annual employee event. So, start now - saving your best photos between now and next May-June, when we'll have our Second Annual Employee Photo Contest!

Hoagie Day: Employees Pile It On!



KBI employees proved once again that there's no limit to their culinary creativity (or, appetite) as they made - and ate - record-breaking, monstrous sandwiches at our recent Hoagie Day.

The balancing acts were sights to behold as employees outdid each other with Hoagies that kept getting piled higher and higher.

Hoagie Day is always a big hit and credit for the planning of this event goes to our hard-working Employee Social Committee.

Also, Hoagie Day is made possible by company contributions and our Employee Fund, which generates money for events of this type through a percentage of revenue brought in by our Canteen machines.

Pictured above are some of our Hoagie-making Pros!



Second Quarter Quality Award Winners

Congratulations to (L to R) **Jim Lammie**, *Engineering*; **Neil Froman**, *Machine Shop*; **Elise Biard**, *International Sales*; **Debbie Marsik**, *Information Services*; **Sam Latino**, *Purchasing*; and **Willie Newsome**, *Auxiliary Services*.



Klöckner-Bartelt, Inc.

5501 N. Washington Blvd.
Sarasota, FL 34243-2283
Telephone (813) 355-7141