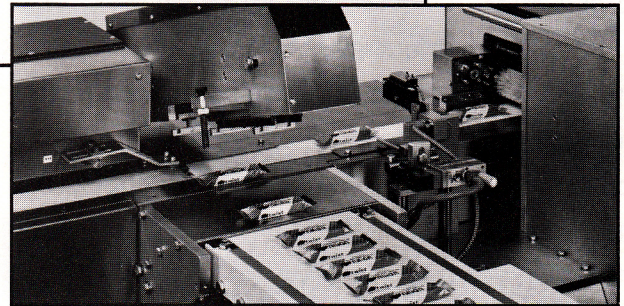
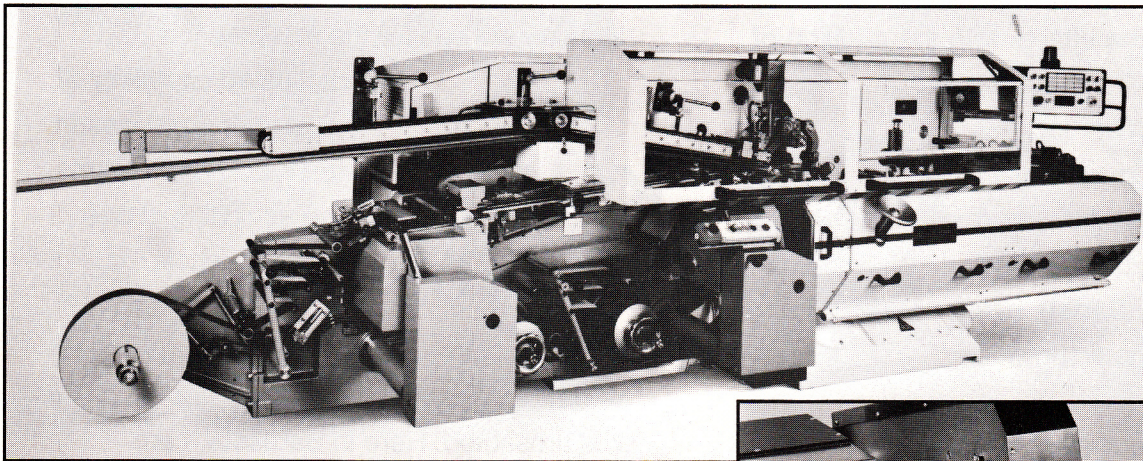


PAK-IT

SEPTEMBER 1992

KLÖCKNER BARTELT WELCOMES A NEW DIVISION: KLÖCKNER HÄNSEL TEVOPHARM



In an exciting new development, KBI has integrated the Klöckner Hänsel Tevopharm, NA. company into a separate division under KBI management. This realignment is a significant opportunity for KBI as a good amount of the products produced by KHT are a natural extension to our own product lines.

Further, eventually some of the products currently produced by KHT in either the German and/or Dutch plants will be produced at KBI.

The equipment manufactured by Klöckner Hänsel Tevopharm is among the finest in the world for packaging confectionery and bakery products. Among the many familiar products packaged on this equipment are twistrapped "starlight" mints, Reeses Peanut Butter Cups, Kit-Kat bars, etc. The equipment line includes flowwrapping equipment, twistrappers, envelope style candy packagers and large scale systems for multi-component robotic systems used to package Whitman's Samplers and other boxed candy products.

To begin, we have already started with KHTNA by assuming the parts and service responsibility for the lines in North America. Rick Ohlendorf and Jim Schulze are making contact with KHT customers and getting our program underway. The previous location in New Jersey has been closed and the parts inventory has been moved here. The early response from the field has been tremendous, and

KHT customers are excited to be working with Klöckner Bartelt.

We have a new field sales person on our team - Terry McGuigan, who is based out of Doylestown, Pennsylvania, in order to be close to our major customer - Hershey. In addition, a KHT product manager, Roland Kahlmann, will be joining us from Germany in the next few months.

The addition of KHTNA is exciting news for Klöckner Bartelt as it helps us to greatly expand our position in the packaging machinery industry. We are looking forward to great success with these lines.

**KLÖCKNER
BARTELT**

A NEWSLETTER FOR EMPLOYEES & FAMILIES

MESSAGE FROM THE PRESIDENT

KLÖCKNER MACHINERY: FOCUSING ON THE BIG PICTURE

The name Klöckner Machinery will start to be seen around our plant more and more in the next few years as the Klöckner organization continues to consolidate its strength in the packaging machinery industry.

Here at Klöckner Bartelt, we are already seeing some of the effects with the addition of Klöckner Hänsel Tevopharm, N.A. as a division of Klöckner Bartelt. We should all be very proud of this distinction, as it clearly shows the regard which Klöckner Bartelt has received within the worldwide organization.

Further opportunities of this type are on the horizon for us as well, and we expect the next few years to be filled with exciting opportunities and challenges. For example, the new ETI-TEC HM1 labeling system has now arrived in our plant. We will commence building this model in the very near future.

In addition to these opportunities which have come about with new equipment being brought into the KBI organization, we are now beginning to see the synergistic effects of our involvement with the other divisions of Klöckner Machinery.

We have several projects under consideration which call for the co-development with our sister divisions - Klöckner H&K, Klöckner Priority One, Klöckner Hänsel Tevopharm, etc. Through our affiliation with these sister companies, Klöckner Bartelt is now finding new market opportunities for our

packaging equipment and systems. Further, we are now able to incorporate equipment from other divisions into our lines - making Klöckner Machinery a true multi-faceted total systems company.

At Pack-Expo this November the packaging industry will see for the first time the

consolidated capability of the Klöckner organization as ten Klöckner Divisions will be exhibiting in one booth at the show.

The future can be very bright, and we must all be

prepared to capitalize on every opportunity as it is presented. Here in Sarasota, I am confident we will be ready to meet these challenges head on.

KLÖCKNER MACHINERY



A handwritten signature in black ink, which appears to read "Charles C. Brown". The signature is stylized and written in a cursive-like font.

Charles C. Brown
President

BARTELT CONTINGENT MAKES STRONG SHOWING AT SALES MEETING

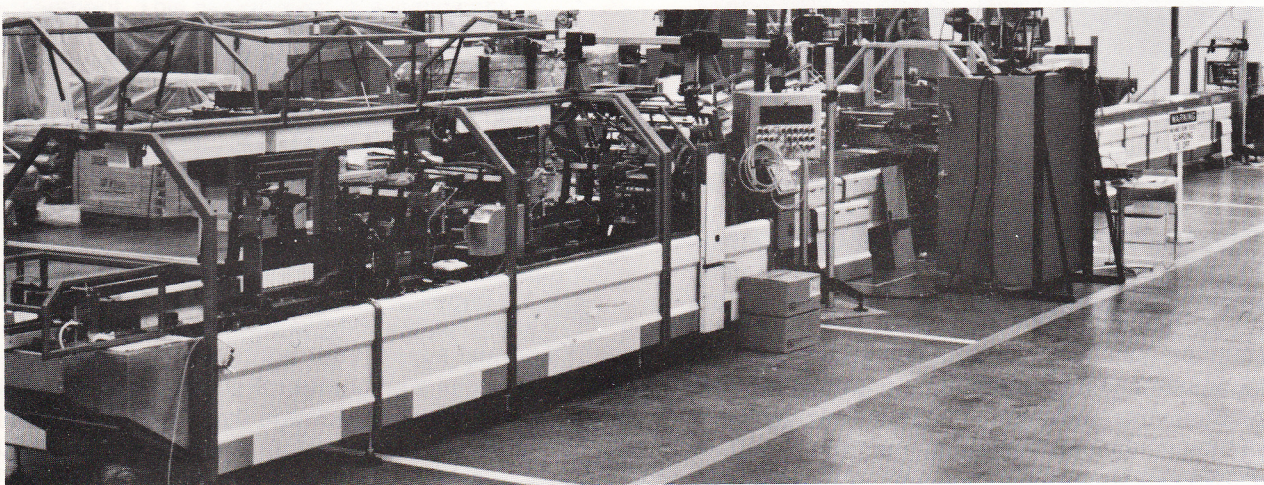
Recently the Klöckner Bartelt Sales & Marketing Team spent a three-day weekend at Klöckner H&K in Waukesha, Wisconsin for an intensive sales meeting of the consolidated Klöckner Machinery companies. As stated in Charles Brown's column this month, many exciting new opportunities are emerging and one of these involves the consolidation of all sales teams to provide cross representation of the Klöckner Machinery lines.

This means the KBI sales team will be representing additional equipment from sister divisions in their markets.

During this three day "crash course" each company gave presentations of equipment lines and capability within their respective companies. Presentations were given by Charles Brown, John Ferrua, Dennis Calamusa, Bill Brown and Mark Usher.



THAT'S A L-O-N-G LINE!



By now you can't help but notice the new GENERAL MILLS HARMONY PROJECT dominating the south side of the manufacturing floor. This new line is being built for the St. Charles, Illinois facility and Klöckner Bartelt has been awarded single source responsibility for the project.

Winning a project of this caliber from intense competition is a real testament to the ability of our company, and we think this is only the beginning. With the continuing development of our Formula Series Cartoning Line, opportunities such as the Harmony Project will be a natural fit for Klöckner Bartelt.



HAPPY RETIREMENT - FRANK BRENNAN

June 30 was Frank Brennan Day at Klöckner Bartelt as Frank wrapped up his almost 15-year career with the company. He and his wife Regina are looking forward to doing some traveling now that Frank is retired.

QUALITY IMPROVEMENT TEAM UPDATE

The Quality Improvement Team continues to meet each week to lay the groundwork for the Quality Process. Committees representing many of the 14 defined steps in the Quality Process have already met, and others will be meeting as the additional steps in the Process are



activated. The overall plan is designed to start QIP education during the last quarter of this year, and steps are now being taken to meet this goal. Additional updates on this important program will be featured in the next issue of *Pak-It*.

TAKE A BREAK!

At your next break, do something good for yourself by going to the SHAPE Shop for a blood pressure check. Pat Taft will do blood pressure screening during breaks on Monday, Wednesday and Friday. So take a break and keep your blood pressure in check.

PHOTO CONTEST WINNERS!

The 2nd Klöckner Bartelt Photo Contest has yielded another "Notch in the Nikon" of Scott Veix. Armed with the distinction of back-to-back wins, Scott will be pursuing a "3-Peat" in 1993. Congratulations are also in order for Karen Holleran for her second place finish, and a third place finish for Debbie Marsik.

STOP SMOKING FAMILY POSTER CONTEST WINNERS

To support awareness of the company efforts to enhance good health by encouraging employees to quit smoking, the In-Shape Program sponsored a "Why I'll Never Smoke" Poster Contest for children of employees.

There were four winners, one for each age group. The winners each received a \$50.00 Savings Bond. The winners were Mitch Veix in the 3 to 5 age group; Jennifer Rasmussen in the 6 to 9 age group; Christy Brown in the 10-12 age group; and Mike Lombardo in the 13 to 16 age group. Our thanks to all participants for encouraging education among children on the health risks of smoking.

**K LÖCKNER
BARTELT**

5501 North Washington Boulevard
Sarasota, Florida USA 34243
Telephone: 813/359-4000
Telefax: 813/359-4043
Telex: 810-864-0419