



DAUBERT CROMWELL

The Leading Name in Corrosion Prevention®

DISTRIBUTOR NEWSLETTER WINTER, 2008

Product Spotlight

HD100VCI Foil Barrier Material Is Next Generation in Preservation

New HD100VCI is heavy-duty, heat sealable, flexible foil barrier material that sets a new standard in barrier packaging. HD100VCI starts with HD100, a Mil PRF 131J QPL lamination composed of biaxially oriented nylon, aluminum foil and a heavy polyethylene sealant layer. Daubert Cromwell's proprietary VCI formulation is added to the PE sealant, creating an air and moisture proof combination proven to protect packaged metals against corrosion.

The effective combination of HD100 and Daubert Cromwell's VCI essentially replaces the 2-step process of wrapping parts with VCI poly and then a laminated barrier foil. Use it to preserve items for long-term storage or shipment and where conventional methods would be difficult or costly. Typical applications include wrapping or crating large machinery for export or wrapping smaller parts for long term storage.



This unique product has won two important industry accolades:

- A leading engine manufacturer chose HD100VCI as crating material for its finished engines. Their own testing proved that HD100VCI surpassed the competition in value and performance.
- The Flexible Packaging Association awarded HD100 its Gold Award for Packaging Excellence. Now with the addition of VCI, HD100VCI is the economical, effective solution to a wide range of industrial and military applications.

For more information and samples, call your Regional Sales Manager.

Coming Soon: Identifying Print on PMG Poly Bags

Premium Metal-Guard brand name print will soon appear on stock size poly bags. Small, unobtrusive black print will show the Daubert Cromwell logo, web site, and recycling symbol. The change will phased in over a period of time.

The Daubert Cromwell name has been on VCI papers for decades, and has proven to be key to easy reordering. We expect to get the same benefits by printing on VCI poly. End users will recognize the product as corrosion preventive packaging film. Along



with our unique shade of blue, the printing will further differentiate and identify it from the competition. Customers' investment in corrosion protection will be plainly evident.

The logo print will occupy a very small area, so not to impede visibility of what's inside. It will not interfere with inspection, labeling, or export packaging. Most customers will not notice the change immediately, and those that do will likely see it as an improvement. For details, contact your Regional Sales Manager.

Company Announces Management Changes



SIMPSON



GALMAN

Martin J. Simpson has been named President & CEO and Roy Galman as Executive Vice President & COO of Daubert Cromwell, effective January 1, 2008.

Simpson, of Elmhurst, IL, has held progressively responsible management roles since joining the company in 1998. As International Sales Manager 1998-2004, he established distribution channels and manufacturing operations in India, China, Europe, and South America. He guided the company to the Illinois Export Award in 2003, and is a member of the Illinois District Export Council. He has been Vice President Sales & Marketing since 2004. Simpson holds a degree in Civil Engineering from the University of Dayton and an MBA from the Keller Graduate School in Chicago.

Galman, of Orland Park, IL, has spent his career with Daubert Cromwell and its predecessors, Cromwell-Phoenix, Inc. and Cromwell Paper Company in Chicago. He has held various management positions throughout his tenure, including General Manager. As Vice President of Operations since 2004, Galman was responsible for consolidating VCI manufacturing from the former Daubert VCI, Inc., site in Knox, IN, into the Alsip, IL, facility. He has also been head of the company's service and technical functions. He is a graduate of Bradley University.

European Operation Opens as Daubert Cromwell GmbH

Daubert Cromwell has opened its European headquarters near Munich, Germany.

Daubert Cromwell GmbH's Managing Director, Linus Ruth, will oversee the European operation.

In addition to the recognized VCI film Premium Metal-Guard, two brands of VCI paper have been developed specifically for this market – PowerShield® and MasterShield®.

They meet the strict European standards for packaging, including TRGS 615 and RoHS. The brand name is printed on the paper, along with instructions in five languages. These VCI products are aimed squarely at the demanding European automotive, heavy equipment, electronics and metals markets.

"Europe presents a tremendous opportunity for us," said Martin Simpson, President & CEO of Daubert Cromwell. "With the right

mix of products, sizes, local inventory, and converting capabilities as well as locally available technical assistance and packaging expertise, I think we can make an immediate impact. Our momentum is starting to build."

Daubert Cromwell currently has operations in the US, Mexico, China, Southeast Asia, India, and now Germany, plus manufacturing partners in 26 countries.

Around the World with Daubert Cromwell



Scott Kotwis (above right), Director of Global Business Development, demonstrated Daubert Cromwell products at the Oil & Gas Maintenance Technology & Pipeline Rehabilitation Expo in December in Bahrain. Many VCI products meet the unique corrosion prevention requirements of this industry in the Middle East, including Versil-Pak pipe wrap. At left, rusted metal parts come clean while soaking in Evapo-Rust.



Roy Galman (left) and Martin Simpson recently visited our operations in China, meeting customers with Country Manager Polly Huang.



Zaverir Daubert India Pvt. Ltd., our partner in India, gave corrosion prevention seminars recently in Delhi and Chennai. Guest presenter Scott Kotwis (second from left) addressed more than 200 engineers over two days. Hosts were (from left) H.L. Bhartia, Managing Director, Pratik Bhartia, and Saket Bhartia, Director.

Bring Your Rusted Parts to Cast Expo 2008

Daubert Cromwell will stage daily demonstrations of Evapo-Rust at work during Cast Expo, May 20-17 in Atlanta. Customers are invited to bring their own rusted metal parts to Booth 1306, and watch as surface rust falls off in as little as 20 minutes

Visitors can immerse their own rusty metals in the non-toxic, water-based solution that removes surface rust without scrubbing. The odor-free, non-acidic reusable liquid eliminates need for blasting, grinding or using harsh caustics and chemicals. Evapo-Rust's neutral pH formulation bonds and removes rust, yet doesn't affect metal compositions, plating or even non-oxide paint coatings.

Evapo-Rust is:

Reusable. One gallon de-rusts approx. 300 lbs. of steel, or about 20 lbs. of dry rust.

Non-acid, non-caustic. Neutral pH means no special handling or protective apparel is required.

Non-toxic, biodegradable. Safe for the environment.

Disposable. Spent solution can be disposed of safely down the drain in most cases.

The entire line of corrosion preventive papers, films, devices, and liquids will be on display at Cast Expo, hosted by the American Foundry Society and North American Die Casting Association. For advance copies of any product literature, call 800-535-3535 or your Regional Sales Manager direct.



Southeast Regional Manager Ken Mortensen assisted customers visiting Daubert Cromwell at the Design2Part Show in Greenville, SC, recently. Attendees mostly represented automotive industry manufacturers and suppliers, a growing segment of business for the South.

Save the Dates for 2008 TRADE SHOWS

May 17-20
CAST EXPO

Sponsored by the American Foundry Society & North American Die Casting Association
Atlanta, GA

September 23-25

NATIONAL MANUFACTURING SHOW
Rosemont, IL

November 9-15

PACK EXPO INTERNATIONAL
Sponsored by the Packaging Machinery Manufacturers Institute (PMMI)
Chicago, IL



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