

TLMI ILLUMINATOR



NOVEMBER/DECEMBER 2004
ISSUE XLVIV/VOLUME 6

A NEWSLETTER FOR MEMBERS OF THE TAG AND LABEL MANUFACTURERS INSTITUTE



TLMI Past President John Bankson (Label Technology), center, is pictured at the TLMI Annual Meeting with Supplier of the Year Steve Lee (RotoMetrics) and his wife, Linda, and Converter of the Year Mike Dowling (CL&D Graphics) and his wife, Wendy

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Dowling honored as TLMI Converter of the Year

Congratulations to Mike Dowling (CL&D Graphics) on being named the 2004 TLMI Converter of the Year at the recent annual meeting in Palm Springs, CA.

Mike, who served as TLMI President from 2000-2002, was honored for his long-time dedication to both the association and the tag and label industry as a whole. The award, which is sponsored by packagePRINTING Magazine, was presented by Editor Tom Polischuk.

Mike was exposed to the printing industry at an early age. His father, Brian, started the family-run business in 1978 as Custom Label & Design, with one Webtron 650 press in a building that measured about 5,000 square feet. At that time, the popular thinking was "How are we going to fill this place up?"

Well, that apparently wasn't much of a problem. Today, the original Custom Label & Design has evolved into two companies, CL&D Graphics and CL&D Digital, with three facilities and 14 presses. And the original 5,000-square-foot facility that was in need of "filling up" has grown to 125,000 square feet.

Mike Dowling started in the printing business during his high school years, working for the family business during the summer. He joined the company full time after graduating from Arizona State University with Bachelor of Arts and Master of Business Administration degrees.

The relationship between TLMI and Mike's company has been one of mutual benefit, and began more than 20 years ago. CL&D Graphics joined TLMI in 1983.

"One of the best things my father ever did was join TLMI — that and starting the company in the first place," says Mike. "[TLMI membership] has easily provided the best



Former TLMI President Mike Dowling, right, accepts congratulations from packagePRINTING Editor Tom Polischuk after being named the 2004 TLMI Converter of the Year

payback for the company of anything we've ever done."

Mike has been an active member of TLMI for many years, including moderating and speaking at many TLMI events. His involvement in TLMI leadership began in the early '90s with an invite from then-TLMI President Tom Cobery (Aladdin Label) to join the Finance Committee, which he later Chaired.

According to TLMI Executive Director Frank Sablone, the impact of his leadership was felt right away. "Mike was an absolute savior to me in his role as finance chairman," he states. "He has been an unbelievable sounding board; his sense of what is right for all TLMI members is uncanny."

In 1995, Dowling followed in his father's footsteps by being elected to TLMI's Board of Directors before serving as TLMI Vice President, President-elect, President, and Past

President. Mike also takes great pride in the two TLMI Eugene Singer Awards won by CL&D Graphics, in 1990 and again in 2002.

In his various roles in the association, Sablone says that Dowling has led by example, and the members of TLMI are always foremost in his priorities. "His first and primary concern is for the members — is it right for all TLMI members?" says Sablone. "His main goal over 14 years has been to maintain a strong financial position for the organization and to maintain an even playing field for all members."

Adds TLMI Past President John Bankson, "Mike leads a state-of-the-art, very progressive label and flexible packaging converting company. They are on the leading-edge and have led the way for the rest of the industry."

Congratulations once again to Mike Dowling on his well-deserved award.