



Clear Lam Commercializes New PETLite™ Foamed PET Rollstock

After extensive investment in equipment and product development, Clear Lam has commercialized a new line of foamed PET rollstock under the brand name PETLite™. This material is mechanically foamed, rather than chemically foamed, resulting in enhanced density reduction and much more uniform performance. The new PETLite™ product line achieves a density value that is equal to or better than polypropylene.

North American municipalities are beginning to prohibit use of styrofoam and PS packaging. PETLite™ will be offered as a replacement for styrofoam and other styrene



structures. In addition, it will provide the opportunity to lightweight existing PET or RPET thermoformed containers.

The PETLite™ product line consists of various coextrusions with varying layer thicknesses. Material rigidity can be adjusted by modifying the coextrusions with thicker or thinner skin layers. The PETLite™ rollstock can also be laminated with barrier sealant layers for use in extended shelf life food packaging. A modified version of PETLite™ is also being developed for hot fill products.

Applications include portion control cups, meat trays, yogurt cups, butter cups, fruit and veggie platters, prepared meals, as well as personal health care products and electronics.

Global Candy Brand Rolling Out New Items in PrimaPak® Packaging

A global candy leader is rolling out a new line of individually wrapped candies in a multi-serve PrimaPak® design. The packages will start showing up on store shelves in North America during the first quarter. The new rectangular PrimaPak® packages fit perfectly in retail ready cases and provide consumers with a recloseable serving bowl format easy to share with others at home, work or school.



This revolutionary PrimaPak® package is produced on an Ilapak® vertical form fill seal machine integrated with a custom PrimaPak® interface. The six-sided package is formed out of a roll of film and includes an integrated hinged opening and reclose feature. Unlike stand up pouches with zippers or bags with flexible reseal labels, this candy PrimaPak® package delivers many of the benefits of a rigid package but in an efficient and economical flexible design.

Consumers can get easily in and out of the package while being able to choose which pieces they'd like to enjoy. Retailers appreciate the new PrimaPak® design because it improves cube efficiency throughout the supply chain and allows more product to be merchandised on store shelves.



Green Giant Fresh™ Launches Branded Peel ReSeal Lettuce Trays With Tamper Evidence

Growers Express, LLC has launched a new line of Green Giant™ Fresh lidding films that include an integrated tamper evident design. They replace packages that included a rigid lid with shrink band or packages with a lidding film and rigid lid over-cap.

The films consist of a custom lamination. The material is printed using a high definition flexographic process. Laser perforations are added in register to achieve the appropriate transmission rate of oxygen and carbon dioxide to help extend freshness of the lettuce leaf being packaged.

The peel reseal film includes a new die cut design that provides an obvious indication that the package was opened once the consumer pulls the film open. The reseal label technology was developed to reclose up to 40 times including through some water and ascorbic acid contamination.



Message from the CEO

2016 was an incredibly busy year. We accomplished so much, including the successful launch of a new ERP System, installation and start up of a new foamed PET sheet extrusion technology, The Oz Principle training throughout the organization, commercialization of a new family of lidding films, and a comprehensive, multi-plant launch of Clear Lam's PLA formulas for yogurt cups with the worlds' largest processor.

We started the year with clear objectives to grow revenue, EBITDA, new product sales and achieve high customer retention. I'm very proud of the whole Clear Lam team and thank everyone for their hard work. I'd also like to thank many of our great vendors, and, of course, our wonderful customers. Without them, we could not be successful.

Clear Lam's reputation continues to expand as the "Thought Leader" of our industry. We drive innovation. Clear Lam has focused on delivering packaging solutions for the lifestyle of today's consumers. Whether it's new portion control condiment packaging, peel reseal films for fresh fruits and vegetables, forming films for healthy yogurt, lidding films for fresh guacamole, special drink pouch films or maybe new materials that help wet naps last longer, Clear Lam is answering the demands of our changing society.

We look forward to the upcoming year and are committed to providing our customers with the very best quality of materials and ongoing innovations to help support their growth strategies.

- James Sanfilippo



Clear Lam Implements The OZ Principle Training

Clear Lam is proud to have begun implementation of *The Oz Principle* Training throughout its organization. *The Oz Principle* teaches the vital role of accountability in the achievement of business results and the improvement of both individual and organizational performance. *The Oz Principle* shows how to overcome "The Blame Game" that is so prevalent in many organizations today.



By taking the Steps to Accountability® and helping people See It®, Own It®, Solve It®, and Do It®, the program helps people move Above the Line® to take ownership for overcoming obstacles and getting results.

In January of 2016, Clear Lam's executive team was the first to go through training. As of December 2016, Clear Lam's customer service, R & D group, sales and marketing team, accounting, quality and manufacturing management has been trained. The balance of the organization is scheduled to complete training by June of 2017.

Matte & Glossy Print Designs Becoming Very Popular

Over the last year, consumer packaged goods companies and retailers have moved toward new print designs on flexible packaging that create localized matte and gloss presentations. This allows designers to develop some very attractive graphics that draw the attention of consumers at store level.

Clear Lam has developed a printing and coating process that generates images that really "pop" off the package. Brand names or product shots can be contrasted in shiny images surrounded by matte, paper like presentations. The result is almost a multi-dimensional image that highlights the glossy part of the design.

CPG's are introducing a variety of new products with the new matte/gloss graphic designs in the food, personal health care and cosmetics industries. Clear Lam is positioned to support this new trend.



Clear Lam Goes Live With New ERP System

Clear Lam is proud to announce that after a year of intense preparation it has gone live with the new ERP System called “EFI Radius” in October of 2016. As with any major system change, the “go live” date was met with both apprehension and excitement. The excitement centered around the many benefits and improvements the new system can provide, specifically better visibility of Clear Lam’s order processing and costing. The “smart” software will be used to help optimize plant operations, improve inventory management as well as forecasting. In an effort to curb any potential hiccups during the change, Clear Lam worked diligently to prepare customers and vendors for the switch. We appreciate everyone’s cooperation and understanding.

As expected, there were some challenges getting the new system fully operational, but with a great team effort, Clear Lam has been able to experience daily improvements. We want to thank all employees for their extra efforts. We look forward to seeing the full level of positive results in 2017!



Clear Lam Expands PrimaPak® CoPacking Facility

In the second half of 2016, Clear Lam expanded its PrimaPak® Copacking Facility to increase capacity and to meet the latest industry requirements. The operation can now produce up to 10 million packages annually depending on size.

The copacking operation is used to support PrimaPak® testing and market introductions, as well as to trial new materials on vertical form fill seal equipment.

Customers are able to use the operation to minimize capital needs and to reduce risk associated with new product launches.



PLA Yogurt Cup Volume Grows in North America

Clear Lam successfully completed a new multi-plant launch of its Renu 920 PLA Rollstock in North America. The specially formulated material runs at high speeds on horizontal form fill seal equipment. It is unique because it has high impact resistance without compromising strong top load strength. The material can also be scored to provide easy snapability for multi-pack applications.

The modified PLA provides better oxygen barrier compared to polystyrene and allows for significant down-gauging opportunities because of its rigidity and overall strength. The new PLA structures are also less expensive than the older HIPS structures commonly used in the industry.



Clear Lam is producing white, clear, and bi-color versions of the PLA rollstock.

Clear Lam Introduces Child Resistant Pouches

Clear Lam has launched a new line of films and premade pouches for detergent pods, insect repellants and other items that may require child resistant packaging.

With new regulations in place, and more expected in the future, Clear Lam has developed robust flexible laminates that meet the requirements under ASTM D3475. In conjunction with Atlapac, a leading manufacturer of pre-made pouches, Clear Lam is offering custom pouches that incorporate the Presto® Child Guard™ Zipper system. For customers that utilize form fill seal equipment, rollstock is offered that is designed to allow for high speed processing.



Human Resource News

Clear Lam is committed to improving the health and well-being of its employees through its focus on a robust preventative healthcare program. The wellness activities provide employees the ability to reduce insurance premiums by demonstrating their commitment to a healthy lifestyle.



Clear Lam held a variety of wellness activities throughout 2016, including a company Walking Challenge during which participants calculated their steps on a Fitbit or a step tracker app. The participant who had the most steps won a prize and while all participants earned Wellness Credits towards the total year goals. In addition, a large number of employees participated in the company's biometric screening and wellness assessment.

The HR Department also coordinated a Management Training program by outside consultants that helps our employees expand their skills in time management, communication and computer software. This training will continue in 2017 as part of Clear Lam's ongoing commitment to help empower employee success.

Clear Lam formally received Level 2 certification in the SQF Food Safety Management system in early 2016 by receiving a remarkable score of 100%. We continue to strive to maintain an environment that provides safe and consistent products for our customers and consumers.

We look forward to a healthy and successful 2017!

Clear Lam's Pack Expo

Clear Lam exhibited at Pack Expo in Chicago in early November to wide acclaim. The company had its largest booth ever and presented products from its three main business units: flexible films, rigid rollstock and PrimaPak® technology.



Customers and vendors were introduced to new products. A functioning PrimaPak® machine was on display and ran demonstrations throughout each day of the show. The PrimaPak® package that was created on the demo equipment was running candy and the filled packages were immediately placed into retail ready cases to illustrate the cubing benefits of the PrimaPak® designs compared to stand up pouches, pillow packs or rigid cans and jars.

Clear Lam plans to exhibit at three major trade shows in 2017. Look for more information in future Newsletters.

CL China Begins Selling Lidding Film in China

科利来柔性薄膜(南京)有限公司 SealChoice™

In September of 2016, the Clear Lam China team began promoting the SealChoice™ Family of PET lidding film. Customers are being visited, and trial orders are being delivered. The team will be initially focusing on clear films that can seal directly to APET or RPET containers.

Clear Lam China has the manufacturing capacity to produce SealChoice™ coated or laminated films that could be exported to North America, Europe or sold in Asia.



 Clear Lam Creative Ideas. Brilliant Packaging.

Flexible Films, Forming Films, PrimaPak® Systems & Compound Additives

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