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NEWS

R&R Captures New Markets With Old Business Model

BY LEN PRAZYCH

Fifty-five years may seem like a long time to operate on the same business model, but R&R Corrugated Packaging Group has flourished in Bristol, Connecticut by following a 1968 mindset that still feels and works like a fresh idea in 2023.



Bob Braverman, President of R&R Corrugated, with third-generation stewards, his daughters Lauren Braverman, left, and Sarah Braverman.

Richard Braverman founded the box company that year with one goal in mind — of giving better service than anyone in the area in any quantity and any grade. To support this niche business, he made the pivoting decision to secure a corrugator as one of the co-founders of NewCorr Packaging of Northborough, Massachusetts, which gave R&R the ability to place an order before 1:00 p.m. each day and have the sheets delivered the next day.

Richard Braverman retired in 2005 and his son, R&R Corrugated's second-generation owner Bob Braverman has been growing the company ever since, yet he is quick to credit his father's influence on the company's founding philosophy. "If it wasn't for my father's idea of creating a sheet feeder, I don't think we would be able to do the things we're doing now," says Bob. "It amazes me how advanced my father was for his time. Here we are 55 years later and now his grandchildren are in the business."

A key factor in the success of R&R's "niche" business model is not relying too heavily on any one customer. Not a single one of the com-

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CPG To Build \$52.7M Sheet Plant In Chambersburg, PA

Pennsylvania Governor Josh Shapiro has announced that Corrugated Partners Group (CPG), will invest \$52.7 million in the construction of a new sheet plant in Chambersburg, Pennsylvania. The investment is targeted to create at least 80 new jobs in Franklin County within the next three years.

CPG is made up of a network of sheet feeders that produce more than 20 percent of the country's corrugated sheet requirements for boxes delivered to businesses, hospitals, pharmacies across North America. The company's first manufacturing operation in Pennsylvania, to be named "Keystone Sheets," will be a 420,000-square-foot facility producing single, double, and triple wall corrugated sheets at a location that will allow them to serve customers in the mid-Atlantic region.

"I'm thrilled that the Commonwealth won this advanced manufacturing project over other states and am pleased to welcome Corrugated Partners Group to Franklin County," said Governor Shapiro. "Investments like this one support Pennsylvania's economy by creating good-paying jobs that support our local communities — and we will continue to com-

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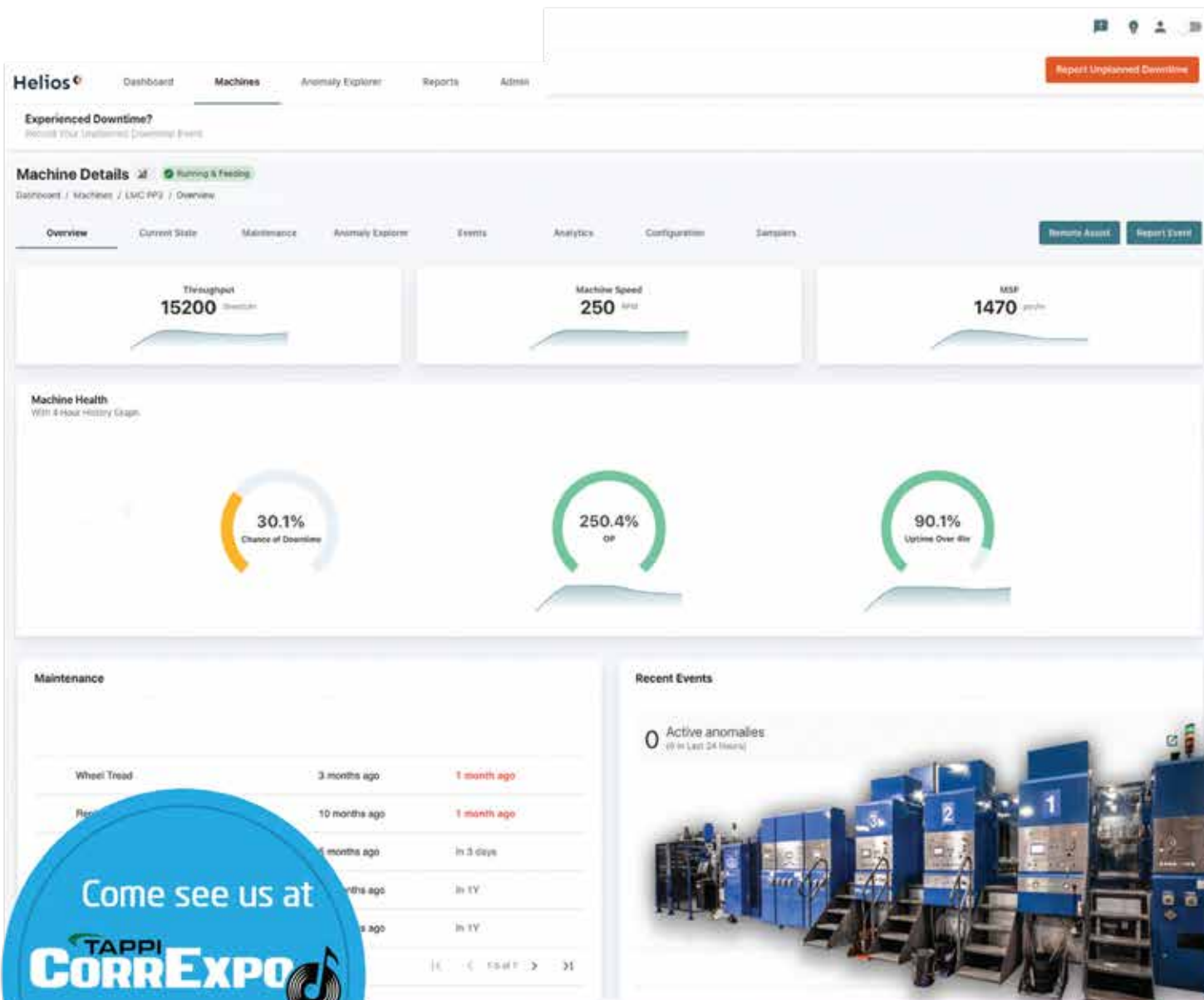


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AVERAGE CONTAINERBOARD PRICES

The average prices reported are tabulated from prices PAID by various sources throughout the United States the week previous to issue. Prices in some areas of the country may be higher or lower than the tabulated average. The prices tabulated here are intended only for purposes of reference. They do not connote any commitment to sell any material at the indicated average. Transactions may be completed at any time at a price agreed upon by seller and purchaser.

REGION	42# Kraft liner	26# Semi-Chem. Medium
E. Coast	\$955.00-960.00	Short Ton Del. \$890.00-940.00
Midwest	\$970.00-980.00	Short Ton Del. \$905.00-925.00
Southeast	\$970.00-980.00	Short Ton Del. \$905.00-925.00
Southwest	\$970.00-980.00	Short Ton Del. \$905.00-925.00
West Coast	\$1000.00-1010.00	Short Ton Del. \$925.00-945.00
U.S. Average	\$973.00-983.00	Short Ton Del. \$908.00-928.00

SHEET PRICES BY REGION (AVERAGE)

Per 1MSF, local delivery included, 50MSF single item order, truckload delivery.

Sheets	E. Coast	Midwest	South-SW	S. CA	N.CA/WA-OR	US Aver.
200#	\$62.26	\$72.05	\$62.69	\$82.80	\$85.35	\$73.13
275#	97.32	99.89	90.86	113.65	119.54	101.29
OYSTER UP-CHARGE	8.34	8.34	8.34	8.34	8.34	8.34
275# DBL-WALL	107.46	114.69	116.54	137.25	141.08	122.76
350# DBL-WALL	118.45	129.32	117.82	145.56	148.46	131.80

CANADIAN SHEET PRICES (AVERAGE)

In Canadian Dollars, per 1MSF, local delivery included, under 50MSF single item order, truckload delivery.

200#	275#	Oyster UC	275#DW	350#DW
\$78.56	\$99.18	\$9.00	\$96.32	\$105.83

CANADIAN LINERBOARD & MEDIUM

The average prices reported are tabulated from prices PAID by various sources throughout Canada. Prices may be higher or lower in various areas of the country. The prices tabulated here are intended only for purposes of reference. They do not connote any commitment to sell any material at the indicated average. Transactions may be completed at any time at a price agreed upon by seller and purchaser. Prices are Canadian \$ and per metric ton.

	42# Kraft Liner 26#	Semi-Chem Medium
East	\$920.00	\$910.00
West	\$965.00	\$945.00

pete aggressively for great projects like this one as we send the clear message to the world that Pennsylvania is open for business.”



CPG received a funding proposal from the Department of Community and Economic Development (DCED) for a \$400,000 Pennsylvania First grant and a \$160,000 workforce development grant to train workers.

“Manufacturing is an integral part of Pennsylvania’s economy, and I am proud that the DCED team could assist the Corrugated Partners Group as they establish their first location in Pennsylvania with Keystone Sheets,” said DCED Secretary Rick Siger.

The CPG network employs 1,200+ individuals, converts over 1.7 million tons of containerboard and 2.5 trillion square feet of corrugated sheets at its 15 plants in the U.S.

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Hood Container Acquires Sustainable Printing LLC

Atlanta, Georgia based Hood Container Corporation announced that it has acquired the corrugated packaging business, Sustainable Printing LLC of Dalton, Georgia. The transaction includes all printing, converting, and ancillary equipment which Hood will utilize at its existing facility.



"The Dalton facility will provide additional capacity and new capabilities to Hood's presence in the markets we serve," said Charlie Hodges, President and COO of Hood Container Corporation. "We are excited to add these capabilities to Hood's offerings to better serve and care for our existing and new customers."

Hood Container operates locations in 17 states. The company also owns and operates linerboard, medium, and shipping sack paper manufacturing operations in New Johnsonville, Tennessee, and St. Francisville, Louisiana.

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AICC All Access Pass Will Offer Over 100 Industry-Specific Webinars

AICC, The Independent Packaging Association, announced it will be offering over 100 industry-specific webinar recordings as part of the 2023 All Access Pass. The Pass also includes One Point Lessons to allow employees of member plants to get quick tips and tools to enhance their skills.

"AICC webinars offer timely topics, the latest trends, and current best practices. This is information that is constantly evolving and critical to a boxplant's success today," said Taryn Pyle, AICC Director of Education & Leadership Development.

Live webinars will be free to AICC members this year, but the recordings will only be available for individual

purchase or accessed with the All Access Pass. The All Access Pass allows all employees to watch webinar recordings on their schedule and revisit them to ensure they have absorbed the vital information.

With over 100 webinars included, the All Access Pass represents \$30,000 of educational training value but costs only \$1,895 for the entire company.

Webinar topics include:

- Understanding the Relationship Between Cost and Price: How to Unlock Maximum Profitability
- Workforce Sticky Situations - Prevention Before Investigation
- Get Tax Credits for Sustainability Research and Development
- Ransomware: Security Solutions For Your Firm
- Key Account Development
- Rotary Die Cutting Operations

Companies with the All Access Pass can access all webinar recordings at **NOW, AICCbox.org/Webinars** from September 2023 through August 2024.

Learn more at **www.AICCbox.org/Pass**.

Questions about training and the value a well-trained workforce brings to a company can be directed to Taryn Pyle, Director of Education & Leadership Development, tpyle@AICCbox.org, or Chelsea May, Education and Training Manager, cmay@AICCbox.org or (703) 836-2422.

TAPPI Announces New App For CorrExpo 2023

TAPPI has announced the creation of a new app that was designed specifically for the CorrExpo 2023 event set for August 28-30 at the Huntington Convention Center of Cleveland, Ohio.

Attendees can use it to stay up-to-date with the latest news and announcements during the show, view the agenda and sessions, make a personal schedule, and create an event profile.

The app also includes information about the keynote speakers and presenters, CorrExpo award winners, scholarship recipients, and the list of exhibitors and sponsors.

Those who have the old TAPPI Onsite app are advised to delete it from their phones before downloading the new app. The app can be downloaded from the App Store or Google Play.

Contact Kristin Dixon at kdixon@tappi.org for more information. For more information or to register, visit **correxpo.org**.

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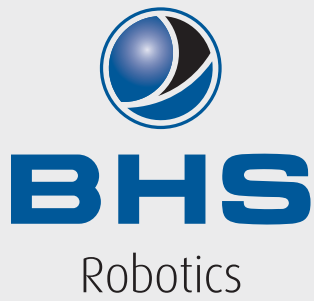
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PPC Announces Open Registration For Fall Meeting In San Diego

The Paperboard Packaging Council announced open registration for the 2023 Fall Meeting & Leadership Conference in San Diego, California, on October 25-27.

Attendees will learn strategies to streamline the production of folding cartons, celebrate innovative paper



box designs, and develop tactics to broaden leadership skills. During the three-day event, honorees of the 80th annual North American Paperboard Packaging Competition

and the finalists of the Paperboard Packaging Alliance's 2023 Student Design Challenge will be recognized.

Business casual will be the attire for committee meetings and general sessions. Jackets/ties are suggested for men and dressy attire for women at Wednesday's award dinner. Thursday is casual night. October temperatures in San Diego are typically in the mid-70s in the day around 60 degrees in the evening.

PPC has secured a discount for rooms at the Rancho Bernardo Inn. Deadline to book at the discounted rate is September 19. To register, visit paperbox.org.

Box Shipments (U.S. Corrugated Product Shipments)

Industry Shipments In Billions of Square Feet

Month		June 2023			
	Year	Actual	Percent Change	Avg Week	Percent Change
Industry Total	2023	33.006	-5.2	7.501	-5.2
	2022	34.817		7.913	
Year-to Date		June 2023			
	Year	Actual	Percent Change	Avg Week	Percent Change
Industry Total	2023	189.149	-8.2	7.447	-8.2
	2022	206.082		8.113	

Containerboard Consumption (Thousands of Tons)

Year	Month	Percent Change	Year-to-Date	Percent Change
2023	2.7037	-5.3	15.5017	-8.3
2022	2.8541		16.9061	

Container Board Inventory - Corrugator Plants

(Thousands of Tons)

Date	Corrugator Plants Only	Percent Change	Weeks of Supply	Percent Change
June	2.2422	-3.4	3.6	-7.7
May	2.3221		3.9	

Shipping Days

Year	Month	Year-to-Date
2023	22	127
2022	22	127

SOURCE: Fibre Box Association

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WestRock To Close Paper Mill In Tacoma, Washington

Atlanta, Georgia based WestRock Company announced that it will permanently close its paper mill in Tacoma, Washington, at the end of September as part of a strategy to consolidate production at more than 300 of its facilities worldwide. The company has pointed to high operating costs and the need for significant capital invests as factors in closure of the mill where 400 employees work.

“WestRock is working to optimize our operational footprint and consolidate production in order to improve our return on invested capital, and we have made the difficult decision to close the Tacoma mill as part of this effort,” said David B. Sewell, Chief Executive Officer at WestRock.

“One of the most critical factors we consider when making the difficult decision to close a facility is the impact it will have on the lives of our team members, and we are committed to assisting our Tacoma team with exploring roles at other WestRock locations and nearby companies.”

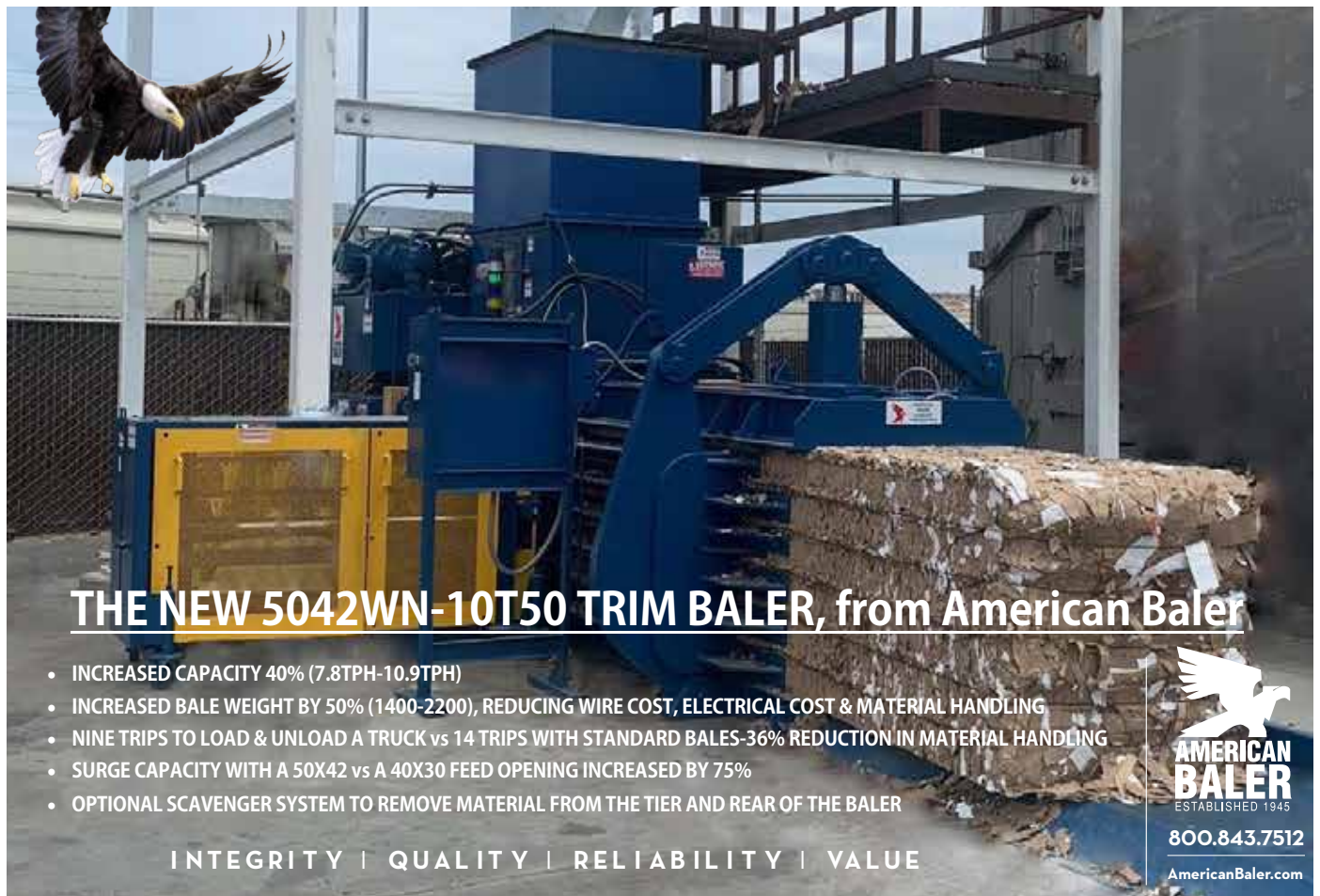
The Tacoma mill produces kraft and white top liner and bleached pulp for a combined annual capacity of 510,000 tons. WestRock said the majority of its kraft and white top liner will be transitioned to other mills that serve its North America and international markets. The shutdown will reduce approximately 60,000 tons of pulp and 25,000 tons of specialty grade capacity a year.

CD&R Affiliate To Acquire Veritiv Corporation

Atlanta, Georgia based Veritiv Corporation, a distributor of packaging, facility solutions and print products, announced that it has entered into a definitive agreement to be acquired by an affiliate of Clayton, Dubilier & Rice, LLC. Each share of Veritiv common stock issued and outstanding immediately prior to the closing of the transaction will be entitled to receive \$170 per share in cash, representing a nearly 31 percent premium over Veritiv's 30-day volume-weighted average price of \$129.89.

“This agreement is a pivotal moment in Veritiv's history,” said Sal Abbate, Chief Executive Officer of Veritiv. “CD&R's interest in our company is a testament to our team's hard work, innovation, and dedication. Fueled by this partnership, we will continue to evolve towards our greatest potential, delivering innovative and sustainable solutions to our customers today — and into the future.”

Rob Volpe, Partner at CD&R, said that Veritiv is a well-positioned industry leader with differentiated capabilities that deliver value to customers. “We look forward to supporting Veritiv's talented leadership team in this next phase of the company's growth, as they continue to pursue their long-term strategic objectives while maintaining an unwavering commitment to employees, suppliers, and customers,” Volpe said.



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Baysek Machines Mourns Loss Of Its Founder David Helbach

David Helbach, founder and former president of Baysek Machines, Inc. and corrugated industry giant, died unexpectedly on July 30. Upon his passing, Baysek shared the following tribute:

"It is with great sadness that we share on Sunday, July 30th, our founder of Baysek Machines, David Helbach, passed away at the age of 87. Dave was a leader and mentor to many, not only in the office and shop throughout his extensive 65 years as an owner of multiple corrugated industry businesses, but also within his immediate and extended family.

"Gathering people together to work and play was his gift. A generous man who treated others the way he wished to be treated, Dave was a giver. He put others first and operated with a 'go the extra mile' and 'do the right thing' attitude. And given Dave's persistence and will, he always found a way.



David Helbach

personal life, and his work.

"Dave was a kind, professional, and genuine man who is already greatly missed by our Baysek family."

Dave's obituary describes him as a family man, a handyman, and a caring man. He was born on November 18, 1935, in the bedroom of the Helbach family farm in Lanark, Wisconsin to George and Neva "Merle" Helbach. As one of ten children, he could sometimes be found sleeping in school after morning family chores.

Though Dave was not overly excited about classes and schoolwork, his inquisitive mind for innovation was vast and bright. He graduated from Amherst High School in 1953 and shortly after headed to the "paper valley" to begin his career in the printing and corrugated industries.

Dave married Elizabeth "Betty" Sopa on September 20, 1958, at St. James Catholic Church. He then served in the U.S. Army in Würzburg, Germany, from 1959-1960.

Between having five children with his supporting wife, Dave began, successfully managed, and eventually sold several businesses during his 65 years in the corrugated converting industry. In 2017, he turned the reins over to his son, Mark Helbach, who has been president of Baysek Machines since his father's retirement.

Work, and sometimes pleasure, took Dave on adventures around the world. Some of his fondest trips were taking all of his grandkids to Europe. But he always came home to Amherst.

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TCY To Showcase Jumbo Corrugated Equipment At CorrExpo 2023

Chino, California based TCY Machinery North America announced they will be exhibiting their Jumbo corrugated equipment at TAPPI CorrExpo 2023 set for August 28-30 at the Cleveland Convention Center in Cleveland, Ohio.



TAPPI CorrExpo is a leading corrugated industry event, bringing together packaging professionals to explore the latest innovations, trends, and technologies within the industry. The three-day conference and exhibition will feature the Corrugated Classic Golf Tournament, an evening event at the Rock & Roll Hall of Fame, along with various networking events and educational sessions.

TCY North America will be showcasing their Jumbo RDC and FFG machinery during the afternoon exhibitions each day with sales team members on site to provide de-

tailed information along with exclusive equipment offers.

Equipped with automated features, AAA triple wall capabilities, operator-friendly controls and maintenance, along with their proprietary Smart Tech system, TCY's Jumbo equipment is available in four sizes: 89-inch by 161-inch, 89-inch by 189-inch, 89-inch by 205-inch, and 89-inch x 217-inch.

TCY offers US-based support and service out of their newly acquired Chino, California facility. The Taiwan-based manufacturer hosts a large USA-based spare parts inventory and English-speaking customer service and sales agents to assist box maker customers throughout North America.

All TCY equipment is manufactured in-house using Japanese steel and patented and proprietary technologies.

"We are excited to participate in TAPPI CorrExpo 2023 and present our Jumbo corrugated converting equipment to the industry's leading professionals and decision-makers," said Nina Li, Sales Manager at TCY Machinery North America.

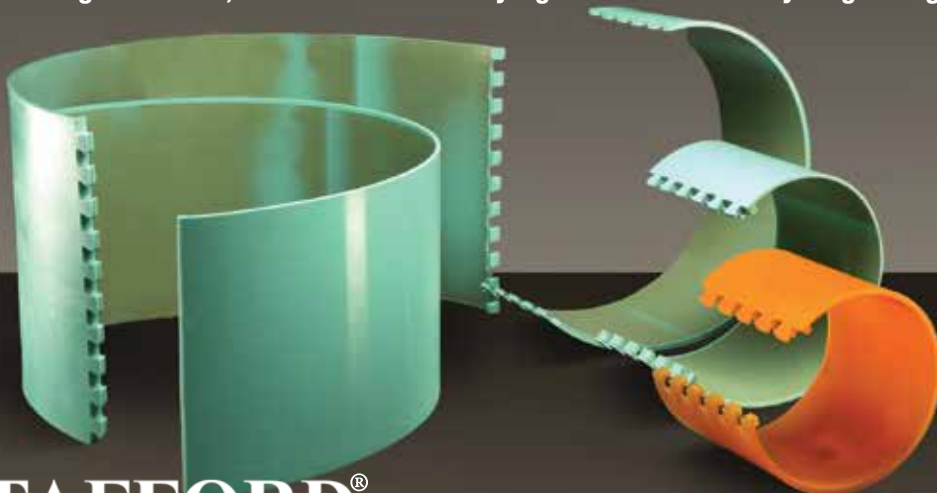
"Our Jumbo series is engineered to meet the diverse needs of modern corrugated packaging manufacturers, helping them optimize their production processes and achieve exceptional results."

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To learn more about the TAPPI CorrExpo 2023 event and register online, visit www.correxpo.org.

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AF&PA: Cardboard Recycling Rate Jumps To 93.6 Percent

The American Forest & Paper Association (AF&PA) announced that nearly 68 percent of paper consumed in the United States (67.9 percent) was recycled in 2022.

The paper recycling rate held approximately steady to the 2021 rate and has remained consistently high. The paper recycling rate has met or exceeded 63 percent each year since 2009.

The industry first voluntarily set a goal to help improve paper recycling back in the 1990s. The recycling rate has more than doubled since that time.

In 2022, the recycling rate for old corrugated containers (OCC), also known as cardboard, was 93.6 percent, an increase over last year's rate.

Meanwhile, the 3-year average (2020-2022) for OCC was 91.3 percent.

"Paper and cardboard continue to be some of the most-recycled material in the U.S.," said AF&PA President and CEO Heidi Brock.

"Paper recycling is also one of the best examples of how we, as a society, are working to respect our environment and contribute to a circular economy."

The paper industry has completed or announced nearly \$7 billion in manufacturing investments from 2019-2025 that will use more than 9 million tons of recovered fiber.

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2023 STATE OF CORRUGATED INDUSTRY SURVEY RESULTS

Labor shortages, supply chain disruptions, and volatile material costs are factors our industry had to adapt to in 2023. Learn what other challenges industry leaders say are shaping the packaging business now and into the future.

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bit.ly/state-of-corrugated-2023



A.G. Stacker To Feature Corrugated Solutions At CorrExpo 2023

Weyers Cave, Virginia based A.G. Stacker, custom manufacturer of innovative material handling equipment and technology, announced they will be exhibiting their innovative corrugated converting solutions and technologies on August 28-30 during TAPPI CorrExpo 2023 in Cleveland, Ohio.



Attendees are invited to “Reimagine Corrugated Productivity” at A.G.’s booth where they will unveil new GO AG digital

application features tailored to the needs of the modern boxmaker.

This new digital application was developed as a solution to address common industry challenges regarding critical knowledge storage and distribution, process standardization, employee training and retention, digital transformation, cross-department collaboration and more.

Joe Wunder, President of A.G., will be sharing more information on the new features and capabilities of this technology during the Wednesday What’s New Tech Talk session at 1:00 p.m. during the event.

Booth visitors are invited to interact with the eBREAK

bundle breaker DUO digital twin, eXT Stacker Front End DUO digital twin, and AR-enabled service technologies.

SIMCORRA, a factory planning simulation tool, will also be available to create custom layout and production run simulations and visualize the most effective configurations for ultimate productivity.

A.G. sales, service and engineering staff will be at the booth to discuss the advantages of these A.G. innovations and help boxmakers reimagine productivity within their full line. Technical product brochures, free giveaways and a full open bar will be available on site for converter attendees.

“A.G. is so much more than stackers. Reimagine A.G. as your full line solutions partner at CorrExpo 2023, Booth #307,” Wunder said.

“With patented and patent-pending bundle breakers, load formers, bundle line conveyor systems, and a variety of material handling solutions, A.G. systems are known to improve productivity and throughput with no pits, hydraulics, or pneumatic systems.

“Reimagine what the future of your shop floor can be with A.G. equipment and technology at CorrExpo 2023. We look forward to seeing you there.”

A.G. is a Bronze sponsor as well as a sponsor for the golf and Rock & Roll Hall of Fame evening event.

To learn more, contact (540) 234-6012 or visit www.ag-stacker.com. To learn more about TAPPI CorrExpo 2023 and to register for the event, visit www.correxpo.org.



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NAM: How Manufacturers Can Tap Into A Large, Talented Workforce

Discipline, reliability, a team-player mindset, leadership — manufacturers are looking for all these qualities in the talent they recruit. What if companies could tap into a population not only equipped with these skills but experienced in using them in high-stakes situations?

Well, the Manufacturing Institute — the workforce development and education affiliate of the NAM — has good news, if you haven't heard it already: this population exists, and its military talent. Transitioning service members, veterans, National Guard members, reservists and military spouses have a wealth of skills and experience that translate easily into a manufacturing context.

So how can manufacturers reach these workers and



make the best use of them? The MI recently convened both military and manufacturing leaders in Fayetteville, North Carolina, for its third Workforce Solution Series event, where they answered this question and offered a range of useful advice.

Major General Eugene J. LeBoeuf, Deputy Commanding General, U.S. Army Reserve Command, highlighted the talents and skillsets that Army reservists can offer the manufacturing industry, including agility, a can-do attitude and a thorough grounding in engineering, logistics and mechatronics.

With nearly 190,000 soldiers, the Army Reserve comprises much of the readiness force of the U.S. Army. Many of these reservists are underemployed or unemployed, which means they represent an opportunity for manufacturers.

Manufacturers interested in hiring from this labor pool can partner with the Private Public Partnership Office, which connects companies with reservists at no cost.

Several panelists emphasized the importance of developing recruitment processes that encourage military talent to apply and interview for manufacturing jobs.

"Make sure that the requirements you're listing in your position descriptions are actually required. Do you really need someone to have a master's degree to get the job done?" asked Rob Patton, Vice President of Fayetteville Cumberland Economic Development Corporation.

As a recently transitioned service member, James Goppert, HR Business Partner at WestRock, explained some of the challenges that military talent may face when entering the workforce: "Having to explain military skills and certifications to a civilian in an interview was strange. It would have been helpful to have someone on the oth-

CONTINUED ON PAGE 22

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NAM (CONT'D FROM PAGE 20)

er side who understood my experiences.”

Jennifer Goodman, Senior Manager of Talent Initiatives at Coca-Cola Consolidated, drew on her experiences as a military spouse: “Military spouses are 92 percent women and have a 22 percent unemployment rate. That’s a huge labor pool that’s going underemployed or unemployed.”

While relocation is often a concern for companies, Goodman points out that it does not have to be a disadvantage: “Think of manufacturers who have locations across the country. Maybe you can start a military spouse at one location and then move them to another. Or, if they’ve proven themselves after a few years, you could transition them to remote work.

“The benefits don’t stop with the one military spouse you hire,” she added. “We’re a very loyal community with great word of mouth and a larger referral network.”

“Don’t underestimate the value of an event like this Solution Series can have. You can take the information, energy and passion that you get from meeting with people who have the same goal of building a stronger economy and use it to power you forward,” said Nathan Huret, Economic Development Director for Catawba County.

To get started, check out the many resources of the MI’s Heroes MAKE America initiative at themanufacturinginstitute.org, which prepares prospective military workers for new and rewarding careers in manufacturing.



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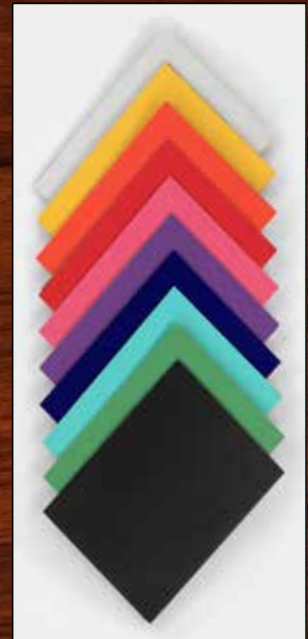
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pany's customers represent more than one percent of the company's total sales.

The only difference between 2023 versus 1968, says Braverman, is that R&R has expanded into four states and added key pieces of equipment that have generated significant and remarkable growth. R&R Corrugated has more employees than it did three years ago and in 2022, the company experienced the largest growth year in its history.

Growing Up In Boxes

Bob Braverman has been with the company for 37 years and has been the R&R's owner since 2004. Growing up, he worked alongside his father and learned about all the machines in the plant. He would eventually come to learn every aspect of the business and serve in nearly every capacity, from salesman to plant manager.

"I love the box business because I like helping our customers achieve their goals, even if it means delivering their boxes in a van after normal business hours to help the customer meet their delivery goals," he said.

"I think if you have that mindset, I think you're going to naturally grow your business."

Braverman is a businessman who takes a fiscally conservative approach to buying new equipment and accruing debt. He tends to take care of the company's machines with routine maintenance or rebuilds them to keep them

running just like new.

Case in point: R&R's recent investment is a 66-inch by 110-inch McKinley rotary die cutter that is eliminating bottlenecks and improving throughput.



The 66-inch by 110-inch McKinley rotary die cutter.

The machine features SUN lead edge feeders, vacuum transfer, reverse angle or chamber doctor blade ink metering, anvil grinding, quick lock die mounting, touch screen operator control systems and more.

"What we like about the McKinley is it gives us the ability to make RSCs and die cuts. It also complements our 170-inch J&L, which has allowed us to expand our niche

CONTINUED ON PAGE 26

The background of the advertisement is a close-up, high-angle shot of several large rolls of blue corrugated metal. The rolls are stacked and their curved surfaces create a strong sense of depth and repetition.

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business and our auto-lock bottom business,” Braverman says. The McKinley is the second one R&R has purchased. It currently owns a 66-inch by 190-inch model.

The company also added its third Iton stitcher this past January, another “game changer” that will allow R&R to increase its production of heavy-duty double-wall.

A new high-speed Signode bundler is due to arrive in December. At a speed of up to 32 bundles per minute, the robust, low-maintenance machine features intuitive icon-driven controls for fast setup along with quick-change strap dispensers, auto-bundle teach and auto-refeed technology to minimize downtime.

Then there is the time-proven, cast-iron Langston, which Braverman says is the most dependable flexo he has ever owned. “We’re very thankful to SUN Automation



for getting the parts for the machine to us overnight,” he says. “We love working with SUN. I think their people do a phenomenal job.”

Other key pieces of equipment on R&R’s production floor are its 66-inch by 80-inch Hycorr rotary die cutter (with new print cylinders) and two Curioni mini flexo folder gluers rebuilt with SUN lead edge feeders.

Braverman says he is going to replace one of the Curionis with another Langston, a 37-inch by 97-inch model with a 3-minute automated set up installed by IMC.

When R&R invests in any new equipment, Braverman goes to Ed Gargiulo of Equipment Finance Corporation.

“Ed has done a great job for us for more than 20 years,” he said. “As opposed to a local commercial banker, he really understands the corrugated box industry and is outstanding at what he does. We wouldn’t be here without him.”

New Territory, New Business

In recent years and shaped largely by the Covid pandemic, Braverman says R&R has had to look further away for new business, which has worked out “amazingly well.” He discovered there were a lot of business opportunities in areas they didn’t know were there: northern New Jersey, upstate New York, central Massachusetts, and Rhode Island.

R&R’s ability to build any box and turn it around quickly is a huge selling point. The company doesn’t deliver anywhere its trucks can’t reach in under an hour and 20 minutes.

R&R operates a split shift in a 208,000 square-foot facility. Machines run 10 hours a day until 10:00 p.m.

Cross-training is critical and starts from the first day of an employee’s hiring. Ev-

CONTINUED ON PAGE 28



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ery operator can run any machine; if someone is out sick, there are three others who can take their place. And both R&R Managers have been with the company for more than 37 years.



"We treat our people like family and I believe that makes a big difference in employee retention," says Braverman.

NewCorr: A Partner In Success

NewCorr Packaging's Director of Operations, John Zannotti, has a relationship with R&R that goes back to company founder Richard Braverman.

Providing next-day service for R&R's custom orders has been a mainstay that has helped foster stability even when

the market is volatile.

NewCorr provides as many as 40 grades of flutes for R&R and nothing gets warehoused. Typically, NewCorr delivers sheets in multiple trucks throughout the day and its service helped R&R experience the biggest quarter in the company's history.

"We are so happy to partner with the professionals at NewCorr," says Braverman. "The management team has done an outstanding job of providing us next-day service on any quantity of any grade."

"Our value here is to make sure we supply them," counters Zannotti. "We don't have salesmen because our salesmen are our owners."

Guaranteeing NewCorr's reliability are two in-house corrugators, one of which will be replaced with a brand-new BHS 100 partnered with an existing 1998 Isowa/Fosber corrugator.

"The 110 should hold all the volume we have until we go for some growth potential with the remodel of the 98-inch machine," Zannotti says.

"BHS makes one of the best corrugators on the market, as everyone knows."

Remembering Who You Are

Braverman insists R&R Corrugated is a multi-faceted sheet plant that "remembers what its core business is" and will continue to embrace the 1968 business model that got it to where it is today.

CONTINUED ON PAGE 30

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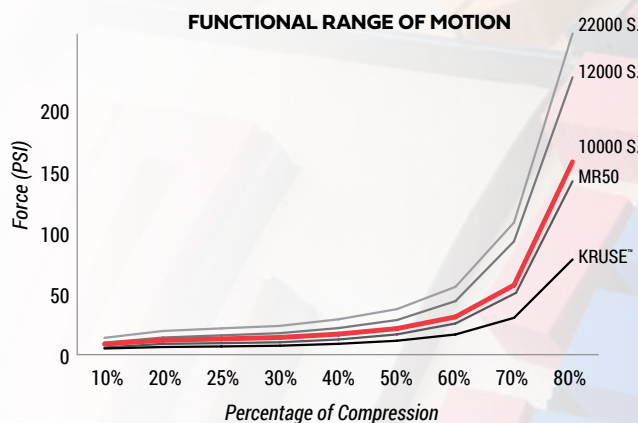
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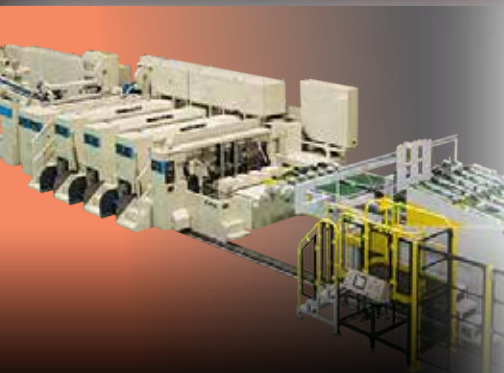
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R&R Corrugated (CONT'D FROM PAGE 28)

R&R is not an integrated company, nor does Braverman want it to be.

"We'll never be an integrated company," he says. "We're here to continue our niche business and produce products quickly and out-perform our competition in the area."



As satisfying as R&R's success has been, Bob Braverman is even happier that his two talented daughters have boxes in their blood, and it is their presence that he believes will make all the difference for the future of R&R.

The older, Lauren Braverman, is R&R's Sales Manager and concentrates on generating new business. Her younger sister, Sarah, works in the administrative side of the business and also sells boxes. Both initially worked outside the corrugated industry with other companies to gain experience before they were brought into the family business.

"Having two daughters that are owners and R&R becoming a woman-owned business creates a lot of opportunities for us. It's a very exciting time because one of us is always here at the facility," says Braverman.



"I'm instilling in them the same lessons my father taught me: 'Remember what you have here, which is a lot of small orders and quick setups.' We study every day how many setups we're doing on our machines and how to produce more daily.

"You can never forget who you are as a sheet plant while continuing to grow your company based on the strengths that got you here."

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CanCorr Invests In Kernic Scrap Collection System

Burlington, Ontario based Kernic Systems, a leader in innovative scrap and trim recovery solutions for the corrugated, printing, and folding carton industries, announced the successful installation of a brand-new turnkey scrap collection system at CanCorr, a greenfield corrugated sheet feeder plant in Surrey, British Columbia.

CanCorr (Canada Corrugated Industries Inc.) will cater to clients across North America, with a focus on serving Western Canada for all their corrugated sheet needs.



"I was very impressed, from the first quotation all the way to completion. The Kernic Systems team and support from Höcker Polytechnik was terrific every step of the way," said Abi Naemi, Executive Partner of CanCorr. "The lack of dust on our production equipment and the low noise levels really speaks to the quality of design and engineering of this new style of scrap removal system."

The installation of the centralized negative pressure scrap collection system at CanCorr included a comprehensive range of equipment with a focus on efficiency, safety, and cleanliness.

The scrap recovery system services a new 1,000 FPM, 112-inch wide double-wall BW Paper Systems corrugator. The negative pressure system produced by Höcker Polytechnik creates a dust free environment with less noise, making it safer, cleaner, and more environmentally friendly, which in turn helps generate a higher return on investment.

The system is a complete in-door below roof design with all necessary safety equipment for NFPA compliance. The negative pressure system differs from traditional positive pressure systems that 'push' material through duct work towards the separator and collector using material handling fans. The negative pressure system pulls scrap material towards the separator, where scrap is deposited into a horizontal baler while the dust and conveying air continue to the dust collector for filtration. This helps eliminate the need for noisy material handling fans by utilizing advanced controls to idle or slow down unnecessary air flow when not in use.

For more information, visit kernicsystems.com.

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ARC International Names Schwartz To Service Team

Charlotte, North Carolina based ARC International has introduced Frank Schwartz as the newest addition to their team.



Schwartz, who will serve as the Technical Service Representative for the Midwest region, brings a wealth of expertise in press operation and has effectively represented several roller, plate, and ink enterprises.

Frank Schwartz ARC's President & CEO, Micheal Foran, expressed great enthusiasm about Schwartz's inclusion, highlighting his invaluable flexo proficiency that will undoubtedly enhance customer experiences in the company's Midwest region.

For inquiries, Frank Schwartz can be contacted at fschwartz@arcinternational.com.

ARC International opened in 1984 and today is a leading supplier of rollers, supplies and services in the flexographic printing industry.

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www.AnvilCovers.com

Makers of single and dual-width Timesaver® Anvil Covers, the premier urethane anvil cover for corrugated die cutting. Timesaver® covers feature construction of solid steel backing and solid steel locking components to ensure a precise fit every time. C.U.E., Inc. also offers Dura-Latch and Cor-Lock anvil covers, and urethane Lead Edge Feed Wheels.

EMBA

www.embause.com

The EMBA group supports a complete line of corrugated converting machinery for the worldwide market. EMBA's Quick Set technology enables the highest productivity across a broad range of converting equipment, from mini to super jumbo. EMBA also includes the McKinley jumbo line of flexo folder gluers and rotary die cutters as well as service, rebuilds and upgrades for both EMBA and McKinley.

EAGLEWOOD TECHNOLOGIES, LLC

www.eaglewoodtech.com

Eaglewood Technologies offers trusted cleaning technologies for the world's best printers and converters. Solutions include the award winning Sitexco+ Anilox Laser System, the Nanovis Parts Washing System, the Sitexco L10 Label System, the innovative Sanilox™ System or Alphasonics solutions. We also offer Xpress™ mobile cleaning service at your facility or ours.

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ArtiosCAD and Kongsberg are the most trusted names in CAD/CAM solutions. Esko's ArtiosCAD is the most widely used CAD software in the world. Esko's Kongsberg series of tables brings you reliable, outstanding quality for sample-making and short run production.

DOMINO

www.dominodigitalprinting.com

Domino is a leading manufacturer and distributor of digital printing and product identification solutions. Celebrating its 44th year, Domino is headquartered in the UK and North America headquarters are Illinois. Domino has 25 subsidiaries, representation in over 120 countries, and over 2,900 employees worldwide.

Baumer hhs Announces Release Of Preventive Maintenance Programs

Krefeld, Germany based Baumer hhs announced the release of "fitness packages" to help corrugated board manufacturers improve their preventive maintenance programs.

The fitness packages are designed for valves, sensors and cold glue pumps to help its customers to achieve the highest possible of performance and reliability of their machines' glue application systems. As an additional incentive, the company is offering a 10 percent discount on all spare parts kits ordered by September 30.



"During and after the Corona pandemic, production in the corrugated industry was an absolute priority especially for producers of packaging for the booming e-commerce market. Many of our customers postponed their routine maintenance but have not yet caught up.

"With our fitness packages for our adhesive application systems, we are now offering them attractive opportunities to repair, maintain and clean their machines themselves and thus bring them back to a perfect performance level," said Marcell van Meegen, Head of Business Development at Baumer hhs.

"More than ever, profitable and competitive production of all types of corrugated board packaging requires machines that reliably produce high quality with maximum productivity and efficiency. This is what the fitness packages for our glue application systems are aimed at. By also using them to reduce their machine downtime and waste, our customers simultaneously improve the sustainability of their production processes."

All replacement parts in the kits have been adapted to the demanding requirements of the corrugated industry. They are certified by Baumer hhs experts and come with a warranty. The kits are available at short notice and are available worldwide for both new and older machines.

For more information, visit **baumerhhs.com**.

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HarperLove is the leading provider of specialty adhesives, performance additives, and wet-strength resins to corrugated packaging manufacturers. With the largest and most experienced field service and technical support team positioned throughout the U.S. and Latin America, HarperLove has a long-standing reputation for providing outstanding service and delivering demonstrable performance improvements. HarperLove's renowned services include not only innovative product development and custom product formulation, but also machine and process assessments, adhesive formula adjustments, machine tuning, detailed service reporting, and more.

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Graphic Packaging International Launches PaceSetter Rainier

Atlanta, Georgia based Graphic Packaging International has announced the launch of an innovation in coated recycled paperboard (CRB): PaceSetter Rainier, named after Mount Rainier, known for its pristine snow-capped summit.

The new paperboard offers many of the characteristics of solid bleached sulfate (SBS) in combination with recycled content. With brightness and whiteness that exceeds that of traditional CRB, it can compete directly with SBS and folding box board (FBB). In addition, it provides improved surface smoothness for enhanced printability and tactile performance for truly stand-out printed packaging.



Leveraging industry-leading CRB investments totalling an estimated \$1.7 billion combined for projects in Kalamazoo, Michigan and Waco, Texas, Graphic Packaging is boosting capacity and technical capability in CRB production to provide more customers, and ultimately consumers, with fiber-based packaging with recycled content, enabling them to contribute to a more circular economy.

"This is a breakthrough for the fiber-based packaging industry and one we know is important for our customers and consumers," said Michael Weinhold, senior vice president, paperboard sales, at Graphic Packaging said. "According to recent research by the Boston Consulting Group, 78 percent of consumers said they are likely to purchase a product based on a 'made with recycled content' claim, and 64 percent said it was important for packaging to contain recycled content. Our customers have been asking for a premium paperboard solution that offers a bright, white, and smooth printing surface that also includes recycled content to help support their packaging sustainability goals."

The new paperboard grade is initially available in 12pt to 18pt calipers and is ideal for a wide range of packaging applications including healthcare, beauty and more.

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BW Integrated Systems Adds Labeling To Packaging Lineup

Romeoville, Illinois based BW Integrated Systems has announced that two BW Packaging companies — Accraply and BW Integrated Systems — have combined into a single business within its organization.

"We are excited to create this combination within BW Packaging to deliver market-leading labeling, end-of-line and integration solutions," said Pete Carlson, President of BW Integrated Systems.

"Our combined teams will be better positioned to grow and innovate to meet the needs of our customers around the globe."

In his role, Carlson will lead the strategic alignment of the company's labeling, end-of-line and integration teams. Accraply leader Séamus Lafferty will assume the role of Executive Vice President of Labeling for BW Integrated Systems and will continue to drive the growth strategy for the labeling, converting and product-decoration offerings.

"Merging the talented teams of Accraply and BW Integrated Systems creates advantages of scale and reach that will deliver on a new level for our customers," said Lafferty. "I am excited by the product line and operational synergies, but even more by the opportunities for the newly combined team to flourish in meeting the needs of our customers."

As part of the BW Integrated Systems business, the Accraply team will now go to market as BW Labeling, emphasizing its complete line of labeling, converting and product-decoration solutions from its trusted brands, which include Accraply, Graham + Sleevit, Harland, Stanford and Trine. In the coming months, the newly named BW Labeling team will gradually update marketing channels and collateral to reflect these changes.

The existing BW Integrated Systems team will go to market as BW End-of-Line and BW Integration, with equipment brands including Ambec, Fleetwood, Goldco, Nigrelli and SWF.

BW Integrated Systems is part of BW Packaging and works alongside the primary packaging businesses, including BW Flexible Systems, Pneumatic Scale Angelus and Synerlink.

BW Integrated Systems is an industry leader in the design, manufacture, and support of automated label application systems, converting and finishing equipment, end-of-line packaging equipment solutions, packaging automation and systems integration.

With nine manufacturing facilities and more than 800 team members worldwide, BW Integrated Systems is a global partner for its customers and has installations in more than 50 countries worldwide.

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SUN Automation Group is the global leader in providing innovative solutions to the corrugated industry. SUN engineers and builds the SUN625 Rotary Die Cutter, provides sales, service and support in North and Central America for Latitude Machinery Corporation, manufacturer of Mini to Jumbo FFG and RDCs. Additionally, SUN is the North American, UK and Ireland sales and service provider for Para Machinery's line of equipment, and is the North American sales provider for Highcon. SUN also powers the corrugated industry's premier IIoT platform, Helios, and is the OEM source for Langston/Staley equipment parts and service.

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WPR SERVICES

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WPR Services was established in 2016. What originally started as a technical services company expanded its product offerings to include a machine center learning platform POWtalk™. Our analysis of video, audio, machine metrics, employee ergonomics, and person to person conversation provides a way to identify safety and process inefficiencies.

Bobst To Showcase Vision CI Flexo Press At Pack Expo 2023

Mex, Switzerland based Bobst announced it will be showcasing its latest developments in sustainable packaging at Pack Expo 2023 in Las Vegas on September 11-13.

Visitors to BOBST's exhibit on Booth 9712 will be able to learn about the VISION CI Flexo press, a highly modular tool for converters that offers leading performance for production lengths on a wide range of substrates, and the oneBARRIER PrimeCycle and FibreCycle recyclable materials. The company will also showcase its end-to-end solutions for the folding carton (FC) market, including litho-laminators, alignment technology, folder-glueers and more.

"Making packaging more sustainable is one of the most significant — and the most pressing — challenges facing the modern packaging industry. Our oneBARRIER solutions help converters meet their sustainability goals without compromising on barrier performance, enabling them to go further, faster on their journey towards net zero," said Emilio Corti, Business Director Americas at BOBST.

"Both PrimeCycle and FibreCycle have important parts to play in improving the sustainability of your printing, and alongside our VISION CI Flexo press, this exhibit will show why BOBST is at the forefront of offering leading performance in the modern packaging industry."

APC Opens New 'Center Of Excellence' In Cedar City, Utah

Columbus, Wisconsin based American Packaging Corporation announced the grand opening of its new 275,000-square-foot Center of Excellence manufacturing facility in Cedar City, Utah.

Several dignitaries and community leaders gathered alongside APC officials to partake in the celebration and officially welcome APC to the Cedar City community last week. The \$100 million facility marks APC's sixth Center of Excellence in the U.S. and its first on the west coast.

"This is an exciting day for us at American Packaging Corporation and marks an important milestone in our company's history," said Peter Schottland, CEO and co-chairman of the board of American Packaging Corporation. "APC Cedar City is our sixth Center of Excellence across the country, and we couldn't be in a better community celebrating this expansion. Our Cedar City facility is expected to bring over a hundred new jobs to the area and we're heavily focused on partnerships and strong working relationships to ensure a fruitful addition to the Cedar City economy."

As part of the project's first phase of its expansion in Utah, APC has hired 35 new team members and expects that number to build to 75 employees by the end of 2023. APC employs more than 1,200 professionals, including sales reps and field technical support.

SupplyOne Announces Packaging Solutions For Medical Industry

Boston, Massachusetts based SupplyOne, Inc., one of the largest independent suppliers of corrugated and packaging products, equipment and services in the U.S., announced its new packaging solutions designed to address the challenges faced by medical device and pharmaceutical manufacturers.

Regulatory compliance, product protection, cost efficiencies and waste reduction are major hurdles in the medical and pharmaceutical industries," said Dave Whitney, SVP of Packaging at SupplyOne. "Our comprehensive offering of packaging products, equipment, and packaging-related services are strategically designed to overcome these challenges and optimize the bottom line."

SupplyOne focuses on Total Cost of Ownership (TCO), which includes both direct and indirect costs of packaging. In addition, SupplyOne's commitment to sustainability aligns with the growing demand for environmentally friendly packaging.

"Our mission at SupplyOne is to provide innovative packaging solutions that not only meet regulatory standards but also drive customer success," Whitney said. "Our comprehensive suite of solutions for the medical and pharmaceutical industries underscore this commitment."

To learn more, visit www.supplyone.com.

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INDUSTRY CALENDAR

AUGUST 28-30

TAPPI CorrExpo 2023: Huntington Convention Center
Cleveland, Ohio

SEPTEMBER 18-20

AICC 2023 Annual Meeting
Louisville, Kentucky

OCTOBER 17

AICC West Coast Golf Tournament 2023
Irvine, California

OCTOBER 25-27

PPC Fall Meeting & Leadership Conference
Rancho Bernardo Inn, San Diego, California

DECEMBER 8-10

ICPF 2023 Holiday Weekend in New York
The Refinery Hotel near Bryant Park

APRIL 8-10

AICC 2024 Spring Meeting & 10th Annual Independents'
Cup Golf Tournament (50th Anniversary)
Palm Desert, California

APRIL 10-12

PPC 2024 Spring Meeting
Frisco, Texas



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