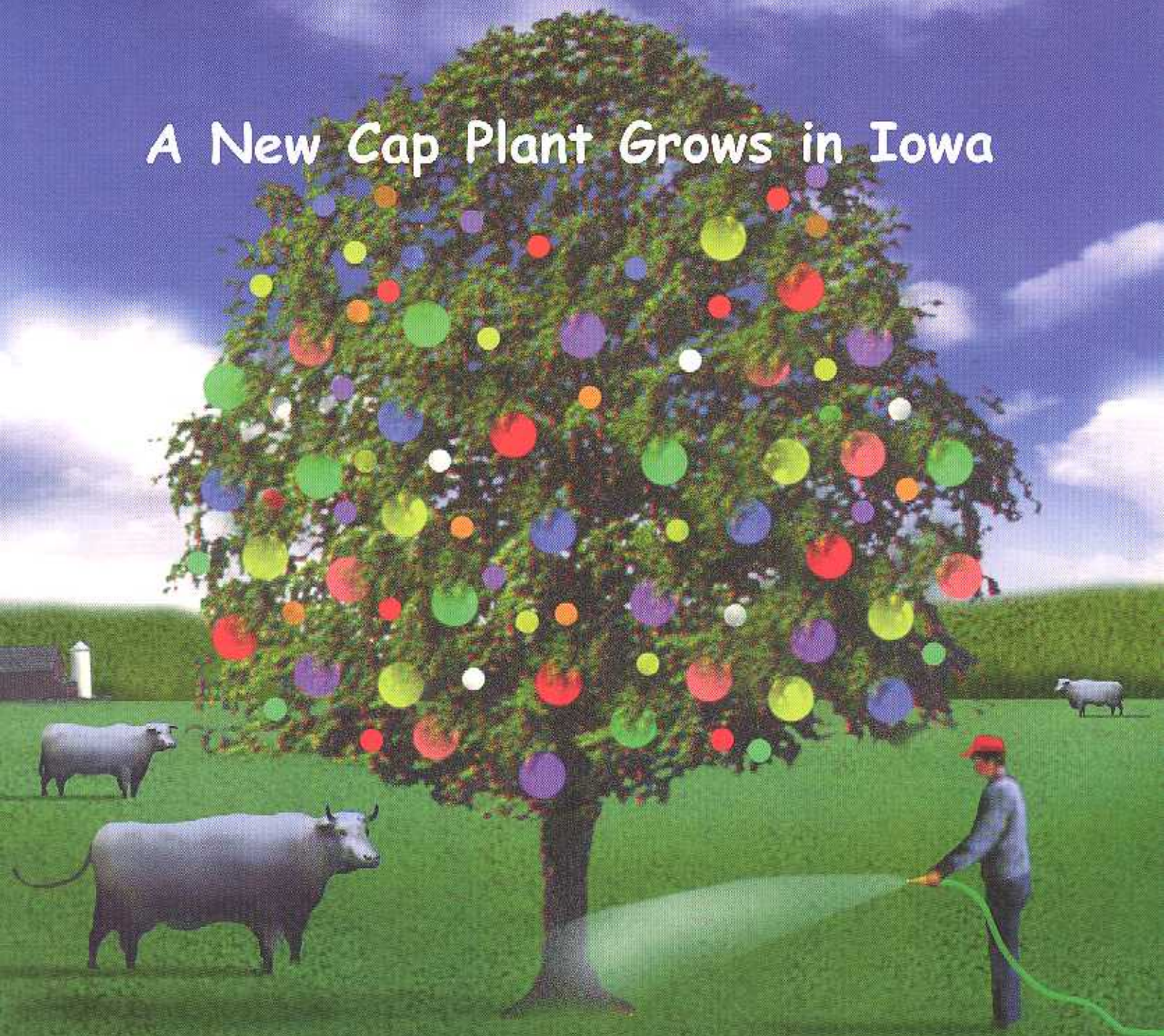


PHOENIX

Fall 1999

Captions

A New Cap Plant Grows in Iowa



New Closure Plant Takes Root in the Heartland

Our new, fully-automated closure manufacturing and warehousing facility in Davenport, Iowa will begin production within the year.

After initiating the search for a new facility a little over a year ago, Phoenix President **Bert Miller** recently announced the acquisition of a building in **Davenport, Iowa** to serve as our newest, fully automated manufacturing and warehousing facility.

Situated 140 miles west of our Naperville plant, the 127,500 feet² Davenport site rests on 14 acres. Bert projected the building's capacity will be 20 injection-molding presses rated at 660 tons and above with personnel reaching 120 employees within five years.

"The new Quad Cities plant is an important milestone for us," Bert added. "It's the culmination of an aggressive five year, \$25 million expansion program."

Manufacturing VP **Jim Crichton** named **Ed Buck** as the plant's new manager. A 26-year employee, Ed has moved from Machine Operator and Materials' Handler to Extrusion and Molding Supervisor. Later he became Extrusion Manager and was named Molding Manager in 1993.

VP of Engineering **Len Ekkert** says the Iowa plant will represent a new manufacturing age for Phoenix Closures. In addition to leading edge equipment, Len says the new facility will utilize all the innovations we've developed here throughout our entire system. "In recent years every aspect of our business has been assessed, analyzed and recalibrated toward better product development, manufacturing and service.

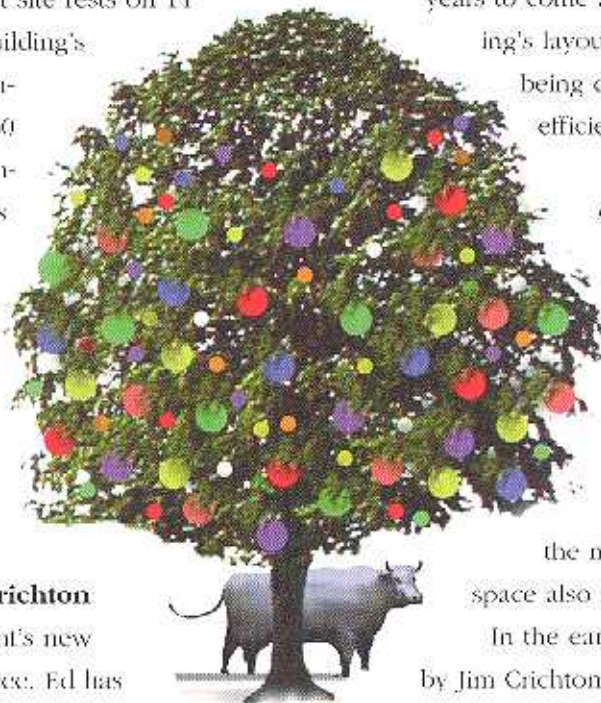
"Our innovations in molds, machinery and systems are unique to our industry and the Iowa facility is being set up with an eye toward innovation for greater productivity. A highly efficient materials' handling system and a new molding machine cooling system whose energy saving components will no doubt become an industry standard in

years to come are highlights. The building's layout and product flow are also being designed to realize greater efficiency and productivity."

The Iowa plant represents our latest bid to keep pace with growth. Since coming to Naperville 35 years ago, Phoenix has undergone five expansion programs, each one adding 20,000 to 30,000 feet² of new production space. By the mid-90s, leased warehouse space also increased to 150,000 feet².

In the early 90s, programs initiated by Jim Crichton addressed a partial solution to the impending space crunch through more prudent use of resources. Programs like Team Supervision, Non-Stop Manufacturing, and Employee Empowerment took operations here to new heights of efficiency.

Bert Miller says the Iowa plant comes in the wake of record sales and greatly improved engineering resources which have together created unparalleled growth, most notably in custom-engineered proprietary closures like AccuGuard® tamper evident caps for **Dean Foods'** Chug® milk packages and DuoDoor® dispensing closures for **Monsanto's** Equal® Spoonful packages. 🍎



Celebrate 15-Year Packaging Partnership.

Since 1912, **The Red Wing Company, Inc.** has prided itself in delivering the highest quality line of Corporate Brand foods for national distribution. Ranked as one of the leading private label companies in America, Red Wing is our nation's largest syrup producer, the largest maker of Corporate Brand peanut butter (third largest overall), and one of the leading suppliers of honey. The company is also a top supplier of flavored syrups for milk and ice cream toppings.

Red Wing's offerings further include preserves, jellies and spreads; ketchup; pasta sauces, salad dressings and sandwich spreads; mayonnaise; barbecue sauce, and specialty sauces and marinades.

Beverages are distributed through the company's **Beverage Specialties Limited** division whose key brands include **Major Peters'** and **Jero Cocktail** mixes. Headquartered in Fredonia, NY, Red Wing has filling plants strategically located in our nation's Eastern, Midwestern, and Western regions.

Phoenix has had a long relationship with Red Wing, a relationship which began with the supply of peanut butter caps to their Streator, Illinois plant in 1984. Today

we supply Streator, IL and Fredonia, NY plants with 24mm through 110mm closures for drink mixes, barbecue sauce, honey, vanilla extract, and a large volume of peanut butter.

Account Manager John Visk says Phoenix Closures and The Red Wing Company have been on a

mutual growth track. "Though we began supplying the Streator, Illinois plant many years ago, our service and inventory programs have helped us begin doing business with their Fredonia, NY plant as well.

"Mayonnaise is the most exciting new business addition," says John. "Before year's end we will begin supplying printed mayonnaise caps in varying colors keyed to different product formulations." (The company's mayonnaise formulations presently include regular, fat free, low fat, light and cholesterol-free, as well as a gourmet version).

"The new mayonnaise caps will be printed in Naperville in both English and Spanish versions,"

John added. 🍷



Arch Chemicals' PACE® Chlorinator Lends a New Twist to Packaging

With an 89mm Phoenix closure on top—or, should we say, at the *bottom* of its unique container—**PACE pool chlorinator** has been recently introduced by **Arch Chemicals**, the newly created company resulting from the spin off of **Olin Corporation's** Specialty Chemical businesses. Arch Chemicals is a world leader in water sanitation products for municipal drinking water, food processing, and commercial and residential swimming pools. The chlorinator package has been designed to be a simple, convenient and economical source of sanitizing chlorine for home pools. 🍷



SHORTS & FLASHES

Professionals in Motion

New Customer Service Representative **Ann Picago** joined Phoenix Closures in July. Ann brings 20 years of experience with Spiegel to her job. In August, **Kimberley Carr** joined Customer Service as well. Kim is a former All-Pak employee from Pittsburg, PA and assumes a position vacated by

Dave Szala who is now a Sales Coordinator with Phoenix.

Scott Newton has been named Molding Department Manager, to replace **Ed Buck** who'll be off to manage the new Iowa plant. 🍷



Vince Mendes

Mendes Helps Fund Raisers

"I've been volunteering all my life," says Vince Mendes, "and though I've never made a nickel at it, I've been rewarded in far more substantial ways." Vince has helped out in a number of fund raising sailing events, including the **1996 Olympics** (where he and his wife stayed three weeks in the mansion from 'Midnight in the Garden of Good and Evil'). Last year Vince also participated in the **Leukemia Cup** in which he helped raise over \$300,000.

The Mendes use their handicap-accessible sailboat in working with local boys and girls clubs and handicap organizations to give kids a free day on the water.

Upcoming volunteer events include a national rowing regatta in Gainesville, GA and a Thanksgiving food drive sponsored by a local antique car club. 🍷



Turning Dollars Into Dreams. From Left: Drago Bulj, daughter Tanja, Bert Miller and Dragica Bulj.

1999 Kohs Scholarship Helps Realize a Dream

From great crisis great dreams may grow. Kohs scholarship winner **Tanja Bulj**, daughter of **Drago and Dragica Bulj** (Molding and Lining machine operators), developed her dream of becoming a doctor amidst the ravages of war she and her family witnessed first hand in her native Bosnia, the former Yugoslavia. It was while experiencing the destruction of her country with the loss of thousands of innocent lives that the desire to help people by becoming a physician grew in Tanja. While in Bosnia she completed two years of studies at the **University of Novi Sad Medical School** before the changing political climate forced her family to flee their homeland in 1998. Since coming to America, Tanja has studied Biology at the **College of DuPage** and later transferred to **Benedictine University** where she is now a junior in Molecular Biology. Tanja plans to attend medical school here in Illinois to complete her dream of becoming a physician. Younger brother, **Nicola Bulj**, now attending college, also worked for Phoenix last summer. 🍷

PHOENIX Captions Fall, 1999

Captions is published by the Marketing Department of Phoenix Closures. Your comments and suggestions are always welcome. Please send them to:

Jeff Davis, *Phoenix Captions*
1859 High Grove Lane
Naperville, IL 60563-3992

Executive Editor..... Jeff Davis
Writer/Art Director..... Tom Nopell

Copyright 1999, Phoenix Closures, Inc.

BULK RATE
U.S. Postage
PAID
Phoenix
Closures