

## IN THIS ISSUE

New Board.....	1
DOT Forum.....	1
Technical Conference..	1
Chair's Message.....	2
Rule for Tracking.....	4
DOT Training.....	4
Insurance.....	4
Hazmat Law.....	5
UN Issues.....	5

### Did you know...

Hazmat packaging providers with registered "M" (or "R") numbers are required to display their numbers without a hyphen or space, e.g. M1234? Using a hyphen or space between the alpha and the numeric can bring you a citation and a possible fine.

## UPCOMING EVENTS

Chemical Packaging Committee  
February 12-14, 2014  
Sarasota, FL

RIPA Technical Conference  
April 27-29, 2014  
Birmingham, AL

RIPA Annual Conference  
October 14-18, 2014  
New Orleans, LA

IPANA Annual Conference  
October 13-17, 2014  
New Orleans, LA

# REUSABLE PACKAGING TODAY

January 2014  
Visit our website:  
[www.reusablepackaging.org](http://www.reusablepackaging.org)

Vol. No. V; Issue I. Published by RIPA

## WELCOME YOUR NEW BOARD OF DIRECTORS

Recently completed elections for the association's Board of Directors have resulted in the addition of five members to the Board. Three of the newly elected individuals are first-time Board members and two were re-elected to serve a second three-year term. The newly elected members are (alphabetically):

Eric Bernath, VP, Advance Drum Service, Inc.

Jonathan Neuman, VP, Abbey Drum Company

Tony Petrucci, VP, Bergman Barrel and Drum Co., Ltd.

Returning for a second term are Jerry Butler, ICS, and Kay Rykowski, ICS.

RIPA Chairman Ricky Buckner welcomed both the new and returning Board members. "It is great to have such talented people serving with me on the RIPA Board," said Buckner. "It is particularly gratifying that the members saw fit to elect three new individuals to the Board; I know they will represent all the members well."

.....Continued page 3

## DOT HOLDS FORUM ON R+D PROJECTS

U.S. DOT held a public forum January 17, 2014 in Washington, D.C. to describe current and prospective research projects in hazardous materials safety. Attending on behalf of DOT were Magdy El-Sibaie, Carole LeBlanc and Ryan Paquet.

DOT surprised the packaging industry by suggesting the possibility of adding a new production test for reused and/or reconditioned packagings. See below for greater details.

Regarding hazmat packaging, a "White Paper" was released just prior to the session which described five topics on which research is being conducted.

.....Continued page 3

## HOLD THAT DATE!! TECHNICAL CONFERENCE IN BIRMINGHAM

RIPA's Annual Technical Conference will take place April 27 – 29, 2014 at the beautiful Westin Birmingham Hotel, which is situated right in the heart of this rapidly expanding city. This year's event will be hosted by the Buckner family, who are pleased to invite members to tour their brand new drum reconditioning plant.

Ricky Buckner, RIPA's newly elected Chairman, wants the conference to be one of the best attended in years. "My family is very proud of our new facility and we can't wait for our fellow RIPA members to see it in operation," he said. "In addition, Birmingham is filled with interesting things to see and do, so we hope every RIPA member puts this event on their calendar."

Information about the Conference will be available from the association in mid-February, so stay tuned to this channel for more details.

## CHAIR'S MESSAGE

Happy New Year! Welcome to 2014 and in the words of the Grand Ole Opry star Minnie Pearl, "HOWDY (How-Deeeee)! I hope you all are reading this note by a fire, wrapped in blankets due to warm weather (ha ha) caused by Global Warming!

I am thoroughly excited to be assuming the office of RIPA Chair for the next two years.

First, I want to thank outgoing Chair, Spencer Walker, for his excellent service and stewardship during the preceding term. Also, many thanks to all the Officers and Board members who served during that time. I look forward to working with my fellow new Officers: Vice Chair Jerry Butler, Treasurer Dan Burek, and Secretary Tim O'Bryan.

As an industry we are part of a dynamic marketplace that seems to change every day. Our own industry is consolidating and our customers are showing greater interest in issues like sustainability and product stewardship. As providers of packagings that are sustainable, our industry is well positioned to help customers meet their environmental goals.

In that spirit, RIPA is poised to release a new *Life Cycle Assessment* which will illustrate and quantify environmental benefits to be realized with packaging reuse. The esteemed firm, Ernst + Young, was commissioned by RIPA last year to model the flow of energy, materials and emissions for reconditioning and manufacturing. RIPA members supplied reams of raw data which allowed the consultants to build their models. The result is the *Eco Packaging Calculator*, a convenient tool to estimate the comparative "carbon footprints" associated with new vs. reconditioned packagings. Comparative footprints can be predicted for tight-head plastic drums, composite IBCs (275-gallon and 330-gallon), and steel drums, both open and closed-head, and of several different thicknesses.

This tool will help RIPA members demonstrate for customers, as well as the public, the environmental advantages provided by our reconditioned reusable packagings.

Of course, RIPA will be active in many other areas this year as well.

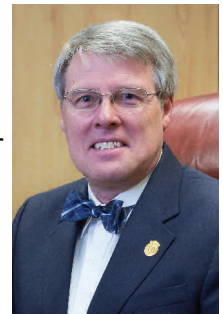
In April, the spring Technical Conference will be held just outside my hometown in Birmingham, AL. All of us at Buckner Barrels look forward to hosting a plant tour and showing off our charming city. (*See Related Story*)

The fall Annual Conference will be held in October in New Orleans. As in recent years, the conference will be coordinated and co-located with IPANA's Annual Conference.

Additionally, there are a number of lingering regulatory issues to be addressed and no doubt more will surface as we proceed. RIPA is working with DOT to resolve the question of testing new IBC bottles that already have been tested. Also, we still seek the elimination of placarding vehicles with empty IBCs. Other issues include the preparation of steel drum surfaces for painting, and the potential for codifying ultrasonic testing in the Hazardous Materials Regulations (HMRs). Also, the effects from Obama Care on our members needs to be explored.

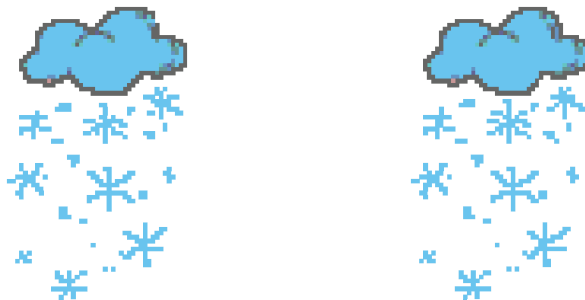
Going into 2014, RIPA's membership base is stable and the association's current financial footing is sound. This is all to the good because I am certain there will be no shortage of challenges - or opportunities - to meet.

I look forward to working with all members during my term as Chair. Hope to see you all in Birmingham!



*Ricky Buckner*

Ricky Buckner



"Reusable Packaging Today" is published monthly by Reusable Industrial Packaging Association for its members.

Editorial contributions should be sent to:  
Editor, Reusable Packaging Today  
51 Monroe Street, Suite 812  
Rockville, MD 20850

Chairman.....Ricky Buckner  
President.....Paul Rankin  
Editor.....C.L. Pettit

Buckner has filled-out the association's Executive Committee by adding ex-Chairman Calvin Lee, ICS, Plastic Drum Product Group Chair Mike Chorpash, NCG and Chesser Container President Dale Chesser. The Executive Committee includes the association's officers and serves as a sounding Board for the Chairman in between Board meetings.

A full list of association Board members is shown below (Officers, then alphabetically).

<b>Name</b>	<b>Company</b>
Ricky Buckner, President	Buckner Barrels Sales Corp.
Jerry Butler, Vice Chair	ICS, LLC
Tim O'Bryan, Secretary	O'Bryan Barrel Co.
Dan Burek, Treasurer	Meyer Steel Drum, Inc.
Mike Bank	Natural Bridge Station, Inc.
Eric Bernath	Advance Drum Service, Inc.
Jeff Bey	Recycle, Inc. – East
Jack Cooke	BASCO
Peter DeWitt	DeWitt Barrels, Inc.
Noah Flom	Apex Drum Co.
Jonathan Neuman	Abbey Drum Co.
Tony Petrucci	Bergman Barrel & Drum Co.
Mike Porreca	National Container Group
Richard Rubin	Maxi Container, Inc.
Kay Rykowski	ICS, LLC
Kyle Stavig	Container Management Services, LLC
Mike Stephen	B. Stephen Cooperage, Inc.
Rod Stewart	Bodtker Group
Barry Wingard	Drumco of Arkansas ( <i>An Earthminded Co.</i> )
Spencer Walker	NCG ( <i>ex-officio</i> )

The purposes of the research projects are to: 1) See whether test results are affected by certain variances in the test methods used by industry, and 2) Determine how greater consistency in test methods used by industry might enhance packaging performance and safety.

One project focuses on the placement of fittings for the hydrostatic pressure test. For example, are results affected by fitting a pressure line through a steel drum's plug as opposed to the head? (*Industry experts have suggested that results are not affected.*)

Other research projects are examining the time needed for "cold conditioning" of IBCs, and whether leakproofness testing with compressed air is equally effective using other "suitable gases".

Significantly, PHMSA unveiled during its presentation an interest in studying whether an additional production test might be warranted for packaging reuse and reconditioning. This would be in addition to the production testing of packagings for leakproofness. Neither greater specifics nor a timeline for research were offered.

RIPA's Technical Director C.L. Pettit told DOT that this proposed new test is highly significant and one that was not in the agency's White Paper. Moreover, it was never discussed with the packaging industry or ever a subject of discussion in any prior forum. He insisted that industry be consulted on all aspects of such a move, including a fundamental needs assessment. He asked whether incident data in the field offers any rationale for such a line of inquiry. Finally, he suggested that such a change in packaging regulations should, in any event, fall within the purview of the UN Subcommittee of Experts, and not be a unilateral move by DOT. (*On this point, there was some agreement from others in attendance.*)

All of DOT's presentations are available [HERE](#).

RIPA will request a meeting as necessary to discuss the origination of the research into a new test, as well as any movement on the issue.

Members will be kept fully informed of developments.

## **FMCSA ISSUES RULE TO SHUT DOWN “FOR HIRE” TRUCK COMPANIES WITH A PATTERN OF EGREGIOUS BEHAVIOR**

Federal regulators issued a rule January 22, 2014 that would revoke operating authority for any “for hire” truck (or bus) company that demonstrates a willful pattern of non-compliance and/or an attempt to “hide” a record of egregious behavior with another business “reincarnation”.

The rule does not target isolated incidents of non-compliance due to negligence or lack of information. It is intended to stop operators who display a flagrant disregard for compliance issues, and who operate “shell” companies to avoid any “remove-from-service” orders. The rule also targets carriers with an individual violator in a position of “controlling influence”, and carriers who operate multiple entities under “common control” to conceal non-compliance with safety regulations.

The new rules do not apply to “captive” or private fleets and drivers in non-trucking companies. The rules are effective February 21, 2014.

---

## **DOT TRAINING FOR ENFORCEMENT: FREE SESSIONS FOR LOCAL, STATE AND FEDERAL OFFICIALS**

U.S. DOT’s Hazardous Materials Certification and Standards Branch will offer enforcement training to federal, state and local officials involved in the inspection or investigation of entities involved in hazardous material transportation in commerce. The training is designed to assist “partner organizations” (e.g., state highway patrols) in identifying and eliminating risks associated with regulatory noncompliance. This year’s training will focus on the regulatory requirements associated with the transportation of:

1. Intermediate Bulk Containers,
2. DOT Specification Cylinders and
3. Division 1.3 and 1.4 Explosives

Four locations are selected for the training sessions running from February to August:

Sacramento, CA	Tucson, AZ	Tukwila, WZ	Augusta, ME
----------------	------------	-------------	-------------

Although these sessions are not open to businesses, RIPA and RIBCA will monitor developments, request copies of training materials, and offer input as necessary.

---

## **RIPA CONSIDERING NEW INSURANCE PROGRAM**

RIPA is partnering with Strategic Insurance Partners to develop a new property/casualty insurance program for association members. SIP is a highly respected insurance brokerage firm that specializes in group plans and enjoys excellent relationships with all major insurance carriers. It is hoped that SIP will be able to develop a program tailored to the industry that will lower overall insurance costs for participating members.

SIP is in the process of surveying selected members to determine the feasibility of offering such a program. David Smith, a principle of the firm, is optimistic that the partnership will yield benefits for RIPA members. “Our firm is already doing business with several reconditioners around the county, so we sincerely believe that we will be able to offer members a package of insurance options that will be both less expensive and more robust than they presently have,” said Smith.

RIPA members have all received a letter from association Chair Ricky Buckner asking members to cooperate with SIP. If you have questions about the program, call the office or contact Mr. Smith directly at (800) 524-1422.

## **HOUSE T&I COMMITTEE HOLDS SURFACE REAUTHORIZATION HEARING:**

On Tuesday, January 14, the House Transportation and Infrastructure Committee officially kicked-off its work on developing a new transportation bill with the first of a series of hearings and roundtable discussions giving stakeholders an opportunity to share policy priorities and concerns. The hearing, entitled "Building the Foundation for Surface Transportation Reauthorization," provided witnesses including Governor Mary Fallin (R-OK) of the National Governors Association, Mayor Kasim Reed (D-Atlanta) of the Nation's Mayors, Stuart Levenick from Caterpillar, and Lawrence Hanley from the Amalgamated Transit Union, the opportunity to convey their concerns for the next highway bill.

During the hearing, all of the witnesses expressed support for infrastructure investment and the need for a long-term (6 year) bill, and there was some discussion of actual funding mechanisms and the need to keep all options on the table. Additionally, during the hearing Chairman Shuster (R-PA) presented an ambitious work schedule, indicating that he would like the committee to complete action on a new surface transportation bill in the late spring or early summer, with the goal of having a bill on the House floor for consideration before the August recess.

---

## **UN UPDATE: SWEDEN DROPS EFFORT TO REFORM IBC TESTING: PROGRESS ON CORROSIVITY CRITERIA**

### IBC leakproofness testing

For the past year, the UN transport Expert from Sweden has been lobbying her colleagues on the UN Sub-Committee of Experts to address IBC leakproofness testing provisions in the UN Orange Book. At the most recent meeting of the Sub-Committee in December, the Swedish Expert backed-off this effort when it was determined that regional differences in production testing practices do not appear to present a transportation safety hazard.

The Experts considered establishing a Working Group to examine the issue in greater detail, but decided instead to encourage national governments to ensure testing procedures are adequate to ensure safety.

### IBC wall thickness

An industry group representing metal IBC producers asked the Sub-Committee to delete from the Orange Book requirements a minimum wall thickness. The Stainless Steel Container Association (SSCA) argued that the wall thickness requirements were no longer needed in a world dominated by performance packaging standards.

When debating the issue, many Experts expressed concern that the wall thickness requirements were retained for steel IBCs as a safety precaution. They also noted that SSCA did not provide test data to support their call for relaxing the wall thickness minimums. Corrosion was cited as a key concern.

SSCA eventually withdrew their paper and agreed to gather data to support the group's position.

### GHS corrosivity criteria

A joint committee of experts from the transport and worker safety sectors (TDG/GHS) met to continue discussions regarding the possible reclassification of certain corrosive materials for transport purposes. The group appears to be coalescing around a proposal from the United Kingdom that would retain existing classifications for virtually all corrosive materials presently regulated, and establish a revised classification system for corrosive materials submitted for classification in the future.

Industry remains concerned that proposed GHS corrosivity criteria would limit or, in some cases, eliminate entirely the use of plastic drums and IBCs for the transport of these materials by pushing most of these materials out of their current classifications in PG II and PG III, into PG I.

Further meetings on this issue are planned in 2014.







Drum It Up!

January 2014

PACKAGING NEWS

Winemamking News

Bill of Rights for DOT Packaging Inspections

Jerry Cox, legal counsel for the Dangerous Goods Advisory Council (DGAC), prepared a general overview of legal rights involving inspections for compliance with packaging-related regulations. As a manufacturer or shipper of hazardous materials, all packagings are subject to inspection. Mr. Cox highlights the following points in the event an inspection should occur:

- 1. You may see and take some time to verify a “hazmat inspector’s” credentials.
- 2. The inspector must tell you the “general purpose” of the inspection or investigation before it begins.
- 3. Inspections may be conducted and information gathered only “at a reasonable time and in a reasonable manner.”
- 4. You may refuse to produce documents or other information unrelated to compliance with the HMRs.
- 5. You may protect your confidential business information, or that of your supplier/customer, from public disclosure.
- 6. You have the right to consult with your attorney at any point during your interaction with the inspector.
- 7. You may refuse to disclose information that is legally privileged or that you create in anticipation of litigation.
- 8. You may challenge from the get-go any of the inspector’s adverse findings.
- 9. Beware, however, of new statutory language making it a separate violation to “obstruct” an investigation.

[Click here to see a full copy of these “Bill of Rights.”](#)

—Howard Skolnik

Deciphering the Drum Marking Code

A customer recently asked us about all the “letters and numbers” that appear on the side and bottom of our drums. While he was aware that the marking was required for shipment of a hazardous material, he was not clear what the symbol, letters and numbers actually meant. This was a good question, and one which, no doubt, many of our Newsletter readers might find helpful.

Once a packaging has passed it’s performance test criteria, certified markings indicate the performance rating and test information specific to a steel drum. This information must be applied in accordance with [CFR 178.3\(a\)\(3\)](#). For drums over 100 Litres (26 US Gallons) there are a number of ways that the marking can be applied including stamping, embossing, burning and printing. In addition, there must be one complete set of durable marks on the side or non-removable top head, and a second partial mark embossed permanently on the bottom head. The purpose of having the two marks is that once filled, the drum will sit, primarily, on its bottom head, and the UN test information will be readily viewable for the user at the side or top mark. The permanent partial bottom mark must conform to the application options indicated earlier. However, the side or top mark is required to be durable rather than permanent. Therefore, it is common and acceptable for the durable mark to be printed on a self adhesive label which is attached to the side of the drum. The characters on the label and the permanent embossment are subject to the size and sequence requirements as specified in 178.3(4) and 178.503(a)(1) through (a)(6) and (a)(9)(i). The Skolnik website offers a unique breakdown of the individual marks by drum style, you can link to the following:

- [Open Head Steel for Solid](#)
- [Open Head Steel for Liquid](#)
- [Closed Head Steel for Liquid](#)
- [Closed Head Nitric Stainless Steel Drum](#)

—Howard Skolnik

Controlling Brettanomyces

Brettanomyces is a non-spore forming genus of yeast in the family Saccharomycetaceae, and is often colloquially referred to as “Brett”. When Brettanomyces grows in wine it produces several compounds that can alter the palate and bouquet. At low levels some winemakers agree that the presence of these compounds has a positive effect on wine, contributing to complexity, and giving an aged character to some young red wines. Many wines even rely on Brettanomyces to give their distinctive character. However when the levels of the sensory compounds greatly exceed the sensory threshold, their perception is almost always negative. The sensory threshold can differ between individuals, and some find the compounds more unattractive than others. While it can be desirable at lower levels, there is no guarantee that high levels will not be produced. As Brettanomyces can potentially spoil a wine it is generally seen as a wine spoilage yeast, and its presence in wine as a wine fault. A recent article in The Grapevine reminds us that many winemakers overlook some of the practical control aspects of minimizing Brett. The primary and most important aspect of controlling Brett is cleanliness. A dirty cellar with poor equipment hygiene will make keeping most bacteria and yeast in the wines in check almost impossible to achieve. Chemistry, temperature, early racking and vacuum storage are also key factors in controlling Brett. Another important aspect to control is the use of topping barrels. Barrels may be a great aging vessel, yet many are unclear as to when and how to top. Topping barrels can be a stylistic tool even down to the frequency of topping, but topping can be a major source of cross-contamination if the topping wine is not so sound. Skolnik’s complete line of [stainless steel barrels](#) are easy to clean and maintain proper hygiene and can be a key tool in controlling Brett. Stop by our booth at the 2014 Unified Wine and Grape Symposium which is being held January 28 – 30 in Sacramento, CA to see our complete range of stainless steel wine barrels. Our booth number is 1213.

—Dean Ricker

SKOLNIK IS A BUSINESS TO BUSINESS MANUFACTURER OF NEW CARBON STEEL DRUMS AND STAINLESS STEEL DRUMS FOR HIGHLY VALUED CONTENTS. FROM CUSTOM WINE BARRELS TO DRUMS FOR HAZARDOUS MATERIALS ( HAZMAT ) AND DANGEROUS GOODS, WE ARE A LEADER IN SPECIALTY PACKAGING.





## We don't just lead our industry, WE CONTAIN IT.

Stainlez is an industry-leading manufacturer of container components. From valves to caps and lids, our products make containers safer, easier, more reliable, and working in perfect harmony with one another. And just because we design and custom-build some of the most trusted container parts on the market doesn't mean we're standing still. Stainlez is always moving, innovating, and creating - striving to make our container parts and container systems the most technologically advanced in the world.

Designing custom components is just part of what makes us a whole lot better. We offer real world solutions that are practical and simple, helping you to keep costs low.

### Stainlez Provides

- UN Testing for IBC's
- Recertification of IBC's
- Reconditioning IBC's
- New IBC's and Cages
- All Parts and Components



**IBC POLY BUNGS & LIDS** - We have everything for your brand IBC, choose from our expanded variety of lids or find the threading you need and choose a bung.



**NEW VALVES** - Stainlez has worked closely with the IBC OEMs over the years to develop the latest technology in IBC ball valves.



**REBUILT VALVES** - This is where Stainlez got our start! We have the valve you need! Call and tell us what IBC brand you have and we'll find the right one for you.



**VALVE ADAPTERS AND COUPLINGS** - Adapters are built to fit and ship, while couplings help you get the job done without worrying about parts coming loose.



**IBC VALVE CAPS** - We offer a variety of fittings and thread types. Some available without a thread, they just lock into place.

We offer all major OEM replacement parts for every IBC and Drum at a value, count on Stainlez to deliver Innovation, Quality, and Service.



STAINLEZ

3020 104th Lane NE  
Minneapolis, MN 55449  
877-971-7987  
[www.stainlez.com](http://www.stainlez.com)

# STAINLESS DRUMS



SELLERS AND RECONDITIONERS OF THE  
FINEST STAINLESS STEEL DRUMS!

HAVE OLD STAINLESS DRUMS?  
LET US RECONDITION & TEST OR EVEN *BUY!*

## **ABBEY DRUM COMPANY**

1440 Chesapeake Avenue  
Baltimore, MD 21226

Phone: (800) 284-0974      Email: [Jeanette@Abbeydrum.com](mailto:Jeanette@Abbeydrum.com)  
[www.Abbeydrum.com](http://www.Abbeydrum.com)



**Productive Tool Corp  
P.O. Box 456  
203 E. Lay Street  
Dallas, NC 28034**

**Mr. Chris Brooks**  
chris@productive-tool.com

704-922-5219 Office  
704-922-0306 Fax  
704-813-4103 Mobile

*"We make parts for Richmond Machines."*

**Head Cutter Parts**

Cutter Blades  
Upper Cutter Shafts  
Lower Cutter Shafts  
Blade Holders  
Blade Retainers  
Form Rolls  
Form Roll Cap/Retainer

**Chimer**

Chime Rolls

**Beader Parts**

Bead Rolls  
Bead Roll Shafts  
Tuck Rolls  
Tuck Roll Shafts

**Model A and Model B**

**Expander Parts**

Pins  
Bushings  
Links  
Segments  
Spider Hubs  
*We offer complete rebuild kits.*

If we don't have a print, we can develop a drawing by reverse engineering.



# ***Richmond Machine Company***

**MACHINERY AND AUTOMATION FOR THE CONTAINER INDUSTRY  
SINCE 1917**

- ***PREMIUM CUTTING KNIVES FOR RICHMOND AND GILBERT MACHINES***
- ***FORM ROLLS***
- ***PARTS FOR ALL RICHMOND & OTHER RECONDITIONING MACHINES***
- ***VERTICAL & HORIZONTAL STEEL DRUM RECONDITIONING MACHINERY***
- ***PLASTIC DRUM RECONDITIONING MACHINERY***
- ***COMPLETE IBC RECONDITIONING MACHINERY***
- ***NEW – USED – REBUILT MACHINERY & EQUIPMENT***
- ***REBUILDING SERVICES***
- ***PLANT DESIGN & LAYOUT***
- ***CONSULTATION***
- ***INSTALLATION SERVICES***
- ***ONSITE REPAIR***
- ***ENVIRONMENTAL SYSTEMS FOR RECONDITIONING***
- ***PAINTING SYSTEMS***
- ***ENGINEERING AND CAD SERVICES***

---

**Plant:**

**2900 N. 18<sup>th</sup> Street**

**Philadelphia, PA 19132 USA**

**PH: 215.223.1000**

**FX: 267.886.9408**

**EMAIL: [richmondmachine@gmail.com](mailto:richmondmachine@gmail.com)**

**WEB: [www.richmond-machine.com](http://www.richmond-machine.com)**

## News:

Effective December 3, 2012 Watson Standard acquired certain assets of Delta Coatings Corporation, a privately owned coatings company specializing in the development and manufacturing of coatings for the general industrial and packaging industries.

Acquiring Delta allows Watson to re-enter the general industrial coatings marketplace and add to its existing portfolio of coatings and adhesives. The acquired business will operate as Watson Standard Industrial Coatings.

"We are enthusiastic about this return to an industry that was a facet of our foundation and represents our continued investment in and dedication to the coatings industry," remarked Jim Lore, President of Watson Standard.

This acquisition provides significant benefits to both companies' customers, current and prospective. Watson Standard will expand upon Delta's product offerings through its development capabilities and organizational synergies. Combined, Watson and Delta are able to supply additional general industrial market segments with solvent based, water based, Ultra Violet (UV), and Electron-Beam (EB) products. Watson Standard's acquisition will also foster additional global growth opportunities.

## Watson: Past . . . Present . . . Future

Founded in 1902, Watson Standard is a privately held specialty coatings and adhesives manufacturer, headquartered in Pittsburgh, Pennsylvania, serving the global marketplace.

Watson generates about one third of its business in international markets, which is supported by multi-lingual customer support, a global distribution network with partners in Australia, India and the U.K., toll-manufacturing in Spain and sales and distribution agents in Mexico, Central America and South America. <sup>®</sup>

Watson Standard is dedicated to developing the most innovative coatings, adhesives, and related products for the international general industrial, rigid and flexible packaging markets.

## Delta: Strengths and Reputation

Delta Coatings Corporation, located in Melrose Park, IL., has been a vital and innovative member of the industrial coatings community since 1996. Delta is best known for its water-borne coatings for the container and drum industries (interior and exterior), OEM/general industrial and transportation industries.

Delta's portfolio includes high solids, conventional solvent-based, HAP's- free and solvent-free radiation curable coatings for spray, dip, roll-coat, coil, electrostatic and electro-coat applications.

For Product and  
Sales Information  
Visit:

[WatsonStandard.com](http://WatsonStandard.com)