



The Quarterly Customer Newsletter of the Hedwin Division of Zacros America

Welcome to our Inaugural Issue!

Thank you for being a customer of the Hedwin Division of Zacros America! It is an exciting time in our company, with new ownership, new staff, a new facility and new product developments.

Despite all the newness, we still hold firm to our legacy of providing robust quality packaging for your liquid, granular, and semi-solid products through our Cubitainer® and Liner businesses.

We look forward to continuing and improving our relationship with each and every valued customer. Our new quarterly newsletter is intended to give you an inside look at what's happening "Across Zacros" as we transform to serve you with a more modern, responsive and efficient business.

We are delighted to have you along with us and welcome your thoughts and feedback on our products or services.

OUR NAMES

The brand name "**ZACROS**" is a combination of the letter "Z" to represent the ultimate and uncharted, and the Greek "Ackros" to mean utmost and highest.

Our division is named "**HEDWIN**" in homage to Lenox Burkhed and Tom Winstead, the men who, in 1946, invented the process we still use to manufacture Cubitainers. ®



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MOVING TO DELAWARE

New Facility in Newark, DE

We are thrilled to be moving into a larger, more modern facility in Newark, Delaware!

Our location in Baltimore, Maryland location has served us well for almost seventy years, but we have far outgrown the space and infrastructure.

Our move plan includes upgrades and refurbishment to production lines as they are taken out of service and moved. Two Cubitainer production lines are currently running very successfully out of Newark, with two more planned to be online by the end of the calendar year.

By July 2016, we expect all Cubitainer production to be fully relocated to our new 127,000 square foot home in Newark, Delaware. Warehousing and our liner business will soon follow, while administrative employees will be the last to relocate by the middle of 2017.

As part of the move project, we are building a new PVDC coating line in our Reno, NV facility and investigating adding a full Cubitainer production line there to better service our West Coast customers.

For more info and FAQs about our move, see:
www.hedwin.com/latest-news

This move to Newark offers our customers many benefits, including a cleaner production area (which will eventually be converted to a certified clean room), improved logistics, updated infrastructure for our business support teams, and access to local talent in a key manufacturing sector of Delaware. The Honorable Jack Markell, Governor of Delaware, lauded our long history of innovation. We look forward to a long partnership with the state and its business community, and to improving our products and services to our customers.

Please look for additional information about our move in future newsletters and on our website at www.hedwin.com/latest-news. Or ask your Customer Service Representative for more information.



SALE OF BLOW MOLDING BUSINESS

New Owners: Anchor Plastics Ltd., in Quebec, Canada

Our blow molding business, including our Hedpak and Winpak product lines, has been sold to Anchor Plastics Ltd., a plastics manufacturer based in Quebec, Canada. We here at the Hedwin Division of Zacros America value the relationships we have built with our blow molding customers, and we assure you a continued level of support from our colleagues at Anchor Plastics.

The terms of the sale have been negotiated over several months, in order to provide the best possible outcome for transitioning business and assuring continuity for the customer base. Anchor Plastics already boasts extensive expertise in blow molding processes and products. We feel that our colleagues at Anchor Plastics are the best match for a smooth transfer of processes, engineering and ongoing service. There are numerous similarities between our companies. Like the Hedwin division, Anchor Plastics is ISO:9001 certified and offers expert engineering assistance and exacting customization programs. Many of their products are UN certified as well, so they are familiar with those strict requirements.

More information about Anchor Plastics can be found at: <http://www.anchorplastics.qc.ca/>



OUR PRODUCTS

Liners and Cubitainers

With the sale of our Blow Molding business, we narrow our focus to two key product lines: **Cubitainer** and **Liners** which we bring to you through expertise and proprietary processes in multiple plastics forming methods. Our vertical integration of raw materials ensures total quality control.



Cubitainer: The original patented flexible package offers significant environmental and cost savings in storage, transport and dispensing of liquid and granular materials. Typically called a bladder, it may be used with a corrugated carton for added strength, but it is certainly rugged enough to be used on its own. Cubitainer is efficient, durable, customizable, and easy to use in a variety of applications. Boost your efficiency and environmental responsibility. But, beware of sub-standard knock-offs.... If it's not from the Hedwin Division, it's NOT a Cubitainer!



Liners: Our broad range of disposable vacuum-formed and blown-film inserts is designed to protect materials being processed or shipped in pails, drums and pressure tanks. They eliminate the costs and environmental factors caused by constant replacement or reconditioning of drums or pails, streamline changeovers and prevent contamination. Product families include Winliner, Hedliner, Payliner and Topliner for all sizes of containers and multiple applications.

If you'd like to learn more about or evaluate a free sample from either product line, please contact your Customer Service Representative at 800.890.1183 today.



PRICE DECREASE

Effective October 1st 2015; prices stable for the balance of 2015

Due to a decrease in the price of polyethylene raw materials, the Hedwin Division of Zacros America implemented a **price decrease** of five cents per pound for our Cubitainer®, Liner and Blow Molded product lines, effective October 1, 2015.

All Hedwin Division of Zacros America customers that are not under a sales agreement received this price decrease effective October 1, 2015. If you have a quarterly or bi-annual sales agreement with the Hedwin Division of Zacros America this particular price decrease was implemented per the terms of our negotiated agreement.

Orders placed upon us prior to October 1, 2015 were honored at pricing in effect the day the order was received. Orders placed upon us on October 1, 2015 or thereafter will be priced per this announced price decrease.

Although some resin suppliers are beginning to implement pricing increases, the Hedwin Division of Zacros America will hold pricing at the current levels through the balance of calendar 2015 and early 2016.

Please contact your Hedwin Division Customer Service Representative at 800.890.1183 should you have any questions regarding this price decrease announcement.



WHAT IS THE HEDWIN DIVISION?

Understanding our ownership

You may have done business with the former Hedwin Corporation between 1946 and 2014. The former Hedwin Corporation and all its assets were purchased in June 2014 by Fujimori Kogyo Co., Ltd., a very successful and admired Japanese company. Fujimori Kogyo uses the trade name Zacros for most of its business, and operates several international arms using the Zacros name. Zacros America, Inc. is a fully-owned subsidiary of Fujimori Kogyo which produces various types of packaging and films. The assets of the former Hedwin Corporation were merged into Zacros America and now form the Hedwin Division of Zacros America, abbreviated HDZA.



CONTACT US

Feedback, product inquiries, or suggestions welcomed!

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