



The Quarterly Customer Newsletter of the Hedwin Division of Zacros America

HAPPY 2016!

It's been a few busy months already in a new year that will surely be full of growth and change for the Hedwin Division of Zacros America.

This quarter, we are sharing highlights of our past, present and future as we look back on milestones, share our quality insights and introduce a new product. Enjoy!

VISIT FROM DELAWARE STATE LEADERS

On February 3rd, 2016, the Hedwin Division of Zacros America had the privilege of welcoming the Governor of the State of Delaware, the Honorable Jack A. Markell and Director Bernice Whaley, the Cabinet Secretary of the Delaware Economic Development Office.

Governor Markell and Director Whaley visited our new Newark, Delaware facility to learn about our ownership, history, and products. Following a brief discussion, the dignitaries donned clean room suits and toured our new production floor to see first-hand the processes used to manufacture Cubitainer®.

The Governor and Director were excited by the possibilities for our growth and planned expansion in Delaware. In engaging dialogue, both state leaders offered suggestions on how HDZA can benefit from our proximity to world-class manufacturing centers, a strong labor force and the excellent universities in the Newark area.

Mr. Nobuhiko Fujimori, the Vice Chairman of Overseas Operations for our Japanese parent company, Fujimori Kogyo Co., Ltd, was on hand to greet the Governor and Director, along with a contingent of the Delaware HDZA leadership team.

We here at HDZA are pleased to help Governor Markell and Director Whaley live up to their intent to "Keep Delaware moving forward."



Governor Markell and Director Whaley (holding Cubitainers) are greeted by Zacros and Hedwin Division leadership during their visit to Newark.

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Governor Markell and Director Whaley (at right) tour our clean Cubitainer production floor.

HAPPY BIRTHDAY, HEDWIN—70 years young! CUBITAINER and WINLINER—60 years young!

Celebrating our proud legacy

In 1946, Thomas W. Winstead joined with Lenox Burkhead to form the Hedwin Corporation. The company began producing various plastic bottles and vessels. Ten years of hard work came together in 1956 when Winstead filed three patent applications for new products which forever changed the packaging industry. These were among the earliest use of plastics for packaging in the US, and would become today's Cubitainer, Assembled Cubitainer and Winliner.

In the 70 years since its start as the Hedwin Corporation, today's Hedwin Division of Zacros America has seen a lot of change. We've entered and exited many product markets. Some highlights:



Hedwin containers,
1946-56



"Talk O' The Table" lami-
nated placemats were
trademarked in 1965.



American servicemembers in
1968 and later were issued
canteens made by Hedwin.



In the 1980's, Hedwin marketed a
line of ammunition containment
for military use.

Although these and many other things have come and gone, we have stayed true to our origins with the Cubitainer and Winliner (patent applications filed in 1956) as well as the Hedliner and Payliner (patent application filed in 1959).

In the early days, Cubitainers were formed by manually stapling polyethylene sheets to a frame. The frames were heated until the plastic became soft enough to vacuum form in half a mold. Two mold halves were then pushed together to seal the two sheets, forming one Cubitainer. When the sheets cooled, an operator stepped in, using handheld scissors to cut out the Cubitainer.

Today, our newest fully-automated Cubitainer and Fujitainer production line eliminates virtually all human contact and potential contamination, with the capacity to put out over 7,500 Cubitainers per day. We've come so far!

Immense technical advances in manufacturing techniques, resin properties and quality assurance practices allow our cornerstone products to offer the same unparalleled durability and quality the marketplace has come to expect. Whether you're using a Cubitainer, Payliner, Hedliner or Winliner, you have over 70 years of experience and expertise behind it.

As shown to the left, our products have been trusted in the most demanding applications for decades. The product shown is our CUB6057—still available almost 50 years after this photo was taken! So it seems not everything has changed.



Hedwin's Cubitainer package has found still another use in the health care industry. Shown above is a patient with a sample for analysis.

**We look forward to seeing what the next seventy
years hold as we grow with Zacros America!**



INTRODUCING FUJITAINER®

Engineered for extreme performance



An exciting new addition to our Cubitainer® product portfolio comes with the addition of Fujitainer! Fujitainer takes Cubitainer to the next level with unparalleled physical properties that come from a proprietary three-resin blend. This terpolymer has been specially engineered to bring out all the best properties from three component resins.

Fujitainer offers increased peace of mind for safe, contained contents through exponentially improved toughness and durability. The material strength eliminates the need for pre-inflation and allows the Cube to weigh about 40% less, which creates time and cost savings in set-up and shipment, as well as reducing exposure to resin price fluctuations.

Fujitainer will be available for sampling in 20L size this quarter. Please ask your Customer Service Representative to sample Fujitainer and enjoy the peace of mind that new levels of cleanliness, compatibility and durability bring into your process.

OUR PRODUCTS

Liners and Cubitainers

We have a narrow focus on 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.



QUALITY AT THE HEDWIN DIVISION

Vertical integration is the key

Over seventy years, we've learned a lot about how to most efficiently manufacture our products. Ensuring quality is essential to everything we do.

Complete vertical integration is the biggest component of ensuring quality. We achieve this in a variety of ways. First, we purchase only virgin resin; any regrind is our own which has been exposed only to our closed-loop manufacturing system. Additionally, we injection mold most of the supporting parts such as the necks and rings which are integrated into the Cubitainer. Finally, we operate our own mold and tool shop so any changes are completely controlled.

Supporting all of this are numerous quality programs. We have been ISO:9001 certified since 1995. We use an Advanced Quality Planning (AQP) process for on-boarding new customer applications and design control of custom products.

A comprehensive in-house testing lab ensures consistency of quality in all products. Any quality issues observed in the field are tracked and addressed through our Customer Complaint Reporting (CCR) process. Supplier deviations are monitored through a Supplier Corrective Action Report system (SCAR).

Production quality programs are many and vary by product line. We are intent on providing our customers with durable, leak-free Cubitainers and liners, and we strive to ensure the right procedures are in place to do that.



CUSTOMER SERVICE SPOTLIGHT

Patricia Lemanis

If you've called the Hedwin division at any time over the past 29 years, chances are you've spoken with Pat Lemanis. Pat has been with our Customer Service department since 1987. Currently, she handles our major accounts and sample coordination, as well as training new Customer Service Representatives. Pat is happily married to her best friend Phil. Together they enjoy travelling, sampling wines and cooking. Pat adores everything about the Italian culture and is looking forward to a long trip to Italy this Spring.

CONTACT US

Feedback, product inquiries, or suggestions welcomed!

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