

TLMI

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packagePRINTING CONVERTER OF THE YEAR AWARD

The intent of converter of the year is to honor a converter member who has, in the past year, or during an extended period, demonstrated a high level of commitment and service to the TLMI and the tag and label industry as a whole. The converter of the year award is not meant to be a "lifetime achievement" award.

Appropriately, the award should be given to someone who has made a significant contribution to the industry or association during the past year, or within the past several years. The TLMI nominating committee should be able to document such achievements. The TLMI Board of Directors recommends nominations for the awards. However, final selection is determined by the Publisher and Editor of packagePRINTING which presents the award. The award is presented each year at the TLMI Annual Meeting, during the annual banquet.

CRITERIA

To be considered for the TLMI converter of the year award, a nominee must:

- Be a longstanding member in TLMI – someone who has been involved at the Board level, served on a committee or chaired a meeting.
- Have been involved with TLMI for a minimum of 7 years.
- Have maintained close involvement in the industry and fostered the growth of both TLMI and the industry.
- Be either the owner or president of a financially stable converting company who has demonstrated integrity and has grown that business over the years.

2005**DOW HONORED AS TLMI 2005 CONVERTER OF THE YEAR**

Walter Dow, Founder and CEO of Dow Industries, truly considers himself a lucky man. But then as the old saying goes, the harder he works, the luckier he gets.

"At the age of 21, a gentleman asked me if I would like to earn up to \$200 a week as a straight commission salesman, selling labels," Walter told Tom Polischuk, Editor of packagePRINTING Magazine, in a recent interview. "For the following few years, I pounded the pavement, at times wondering where I was going to get the money for my next gallon of gas."

Walter's company, founded in 1969, now operates two Massachusetts facilities, Dow Industries and Screenprint/Dow, which together occupy nearly 90,000 square feet with 29 presses and employ 160 employees.

But Walter's business success is just one of the reasons he was honored as the TLMI/packagePRINTING Converter of the Year at the Annual Awards Dinner. His dedication to TLMI, his employees, his wife, Toni, and the industry he also loves played a large role as well.

"I admire the dedication and commitment of all of my employees," said Walter. "I am so fortunate to have 160 individuals that always exceed the companies' goals and are determined to be on the leading edge of technology."

For their efforts, Walter and his employees have won numerous awards over the years, including four World Label Awards and two TLMI Best of Show Awards, including this year's award in the "multi-process - color process - prime" category for its "Victoria's Secret Love Spell Hairspray" label.

Walter, who joined TLMI in 1985 and later served on the Board of Directors for two three-year terms, has also Chaired the TLMI Technical Committee. And he shared the admiration for the association that just honored him.

"TLMI has allowed me to cultivate international and domestic partnerships needed to supply the diverse demands of our industry," Walter says. "On a personal note, my wife Toni and I sincerely value the wonderful friendships we have developed with our converter members and suppliers all over the world. We have had the pleasure of enjoying the states, countries, and cultures. We feel so thankful and truly cherish these great life experiences."

Congratulations to Walter Dow, the 2005 TLMI Converter of the Year.

Past Winners

2005 – Walter Dow, Dow Industries

2004 – Michael Dowling, CL & D Graphics

2003 – Tom Cobery, Aladdin Label
2002 – Lon Martin, LGInternational
2001 – John Bankson, Label Technology, Inc.
2000 – Terry Fulwiler, Wisconsin Label
1999 – Bruce Bell, Belmark Inc.
1998 – The Buckley Family, Custom Tape and Label Company
1997 – Andrew Beck, API Graphics
1996 – Jerry Nerad, TimeMed Labeling Systems
1995 – Joseph A. Weber, Jr., Weber Marking Systems Inc.
1994 – Bob Klas, Sr., Tapemark
1993 – John O'Brien, Porter Chadburn, Inc.
1992 – George Noah, Lewis Label Products
1991 – Dick Schwartz, Aladdin Label
1990 – Pat Patrick, Label America
1989 – Jim English, Kalamazoo Label
1988 – Darrell Dochstader, Gar-Doc, Inc.
1987 – Don McDaniel, MPI Label Systems