

## Board of Directors

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**Chair, Programming / Christmas Frolic**

Marc Marsilio

*Shipmaster Containers Ltd.*

### **1st Vice President &**

**Chair, Education Committee**

Scott Andrews

*Moore Packaging Corp.*

### **2nd Vice-President &**

**Chair, Annual Golf Tournament**

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*Pearce Wellwood Inc.*

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*Packaging Technologies (1991) Inc.*

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*Royal Containers Ltd.*

### **Associate Director**

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### **Directors at Large**

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*Bird Packaging Ltd.*

David Briggs

*TenCorr Packaging Inc.*

Mike Johnston

*Hughes Containers Ltd.*

### **Director at Large & Chair, Membership Committee**

Neil Fyfe

*Shipmaster Containers Ltd.*

## **President's Message**

The independent sheet plants and the North American corrugated industry as a whole are now part of an evolutionary process, that few of us can stop but rather must learn to evolve along with it.



Our Canadian dollar inches upwards to heights we have not experienced since the 1970's and financial experts suggest parity with u.s. currency as a potential reality. Super box plants emerge as the norm, while our manufacturing base is being drawn to the new and real threat of the Chinese influence.

Nevertheless, it is our skilled workforce and entrepreneurial spirit that puts us in the drivers seat. It is my belief that our association to AICC and Region 11, as a whole, strengthens us during this evolution and provides the tools necessary to make a difference to the direction our industry is heading.

It is a pleasure to be part of it all and to see the strong support that this region has shown this year by attending the general meetings and just recently the very energetic and successful Christmas Frolic. I am enthusiastic about the New Year and what it brings. Your board of directors are presently working on our very own Industry Trade Show themed around "**The School of Packaging**" bringing together today's entrepreneurial spirit with tomorrow's innovation!

Season's Greetings and Best Wishes for a Happy New Year!

Marc Marsilio

President

AICC (Canada) Region Eleven

This weeks AICC online newsletter's feature article is

### **Accounting Tips: Year-End Strategies For Financial Fitness**

To read full article visit the link below

[http://www.aiccbox.org/newsletter/2003\\_12\\_17.htm](http://www.aiccbox.org/newsletter/2003_12_17.htm)

### **See full Training Schedule Online**

<http://www.aiccbox.org/education/train.asp>



## Annual Christmas Frolic a night to remember

By Marc Marsilio



Our 18<sup>th</sup> AICC Christmas Frolic brought a fun and energetic group together and what an evening it turned out to be. The party roared on long past closing thanks to the great music provided by our entertaining D.J., Darryl Palmer. The Holiday Inn Select was a terrific host preparing a delightful four course served meal that was enjoyed by all. Jana Marmeï personally handpicked a number of festive gifts that were handed out throughout the evening.

Of course, its through the generous support of our sponsors that we can make events like tonight possible. I would personally like to thank our 2003 Christmas Frolic Committee. The efforts of Scott Andrews, Mike Johnson, Kim Nelson and of course Jana Marmeï were noticed by all. To the Christmas committee and to all those that attended, thank you for making a good thing better!

From all of us at AICC Region 11, we wish you a happy and healthy holiday season.



### AICC Region Eleven Wishes to Thank the 2003 Christmas Frolic Sponsors

#### Doublewall Sponsor

Norampac Inc.

#### "B" Flute Sponsor

Atlantic Packaging Products Inc.  
Colmar Inks  
Corrpar Industries Limited  
Independent Corrugator Inc.  
McKinley Machinery Inc.

#### "E" Flute Sponsor

Minas Basin Pulp and Power Co.  
Morphy Containers Ltd.  
Shipmaster Containers Limited  
Smurfit-MBI  
TenCorr Packaging Inc.

*And all attendees for making it  
another great success!*



**AICC (Canada) Region Eleven  
Presents the**

***The School of Packaging***  
**2003 General Meeting & Trade Fair**  
Thursday March 25, 2004

Come and participate in the half day program  
which will include:

**Speaker Panels**

A number of interesting speaker sessions and panels will be held  
under the theme of Building for the future, Education & Learning!

**Trade Fair**

Display of Goods & Services by our Associate & Members  
Wish to host a table top display? Contact Jana at (416) 759-9117

**Student Design Competition**

This year we will host our own student design competition.  
Come out and judge the promising designer's of our future!

**Followed by our Annual Dinner**

**Pricing and Registration forms will be sent out soon!**

## Membership Committee

By Neil Fyfe

The membership committee is moving ahead with our annual plan of retaining old members and finding "new members". We will meet early next year to plan the 2004 drive and encourage all members to promote the organization and take advantage of the "Free conference registration" that all new members will receive until the end of the year.

Currently our membership renewals are at 97%, showing once again strong support of AICC and Region Eleven. We thank all member for renewing. We also hope to continue working towards our 105% goal and welcome your suggestion on new potential members.

## An AICC International Update

By Kim Nelson

Our last convention, **The Gold Rush to Profitability**, was held in San Francisco and proved to be another successful meeting. If you missed this convention, you can still order the tape-recorded sessions by clicking on "past" conventions on the AICC's website [www.aiccbox.org](http://www.aiccbox.org)

Our upcoming conventions will offer even more take home value. This spring, the Desert Springs Marriott will be our hosts as we learn more about LEAN Manufacturing. Mark these dates on your calendar now, and try to take advantage of some un-used air miles! April 21-24, 2004. For reservations call (760) 341-2211

This fall, we will embark on another SUPERCORR EXPO hosted at The Georgia World Congress Centre in Atlanta. This show that comes once every four years will exhibit and sell over a million sq ft of floor space showcasing the best our industry has to offer in corrugating equipment, inks, dies, computer software and much, much more. If you would like to display your goods at this convention logon to [www.supercorrexpo.org](http://www.supercorrexpo.org). Don't miss out! For reservations call the Westin Peachtree (404) 659-1400.

One of the most valuable resources AICC International has to offer is TRAINING. Industry-specific training is available to all your employees, from customer service to sales to sales management, to production supervisors and managers, leaders and operators. You can download the entire course catalogue from AICC's website [www.aiccbox.org](http://www.aiccbox.org) and click on "Training"

### Upcoming AICC International Events

April 21-24, 2004

Palm DESERT, CA

AICC Spring Meeting

Nov. 8 - 12, 2004

Atlanta, Georgia

AICC / TAPPI SuperCorr Expo

October 26-29, 2005

Boston, MA

AICC Fall Meeting

For more information, log onto [www.aiccbox.org](http://www.aiccbox.org) Under Member Login: **member**  
Password: **aicc2003** or contact Kim Nelson at [knelson@royalcontainers.com](mailto:knelson@royalcontainers.com)



## AICC Says “Make It In America”



### Rallying cry for fight in loss of manufacturing

SAN FRANCISCO, Calif., Sept. 18, 2003 –

Citing the dramatic loss of manufacturing jobs as proof positive of the erosion of North American manufacturing, Jay Wertheimer, Chairman of the Association of Independent Corrugated Converters (AICC), unveiled an AICC-sponsored, camera-ready logo designed for all members of the corrugated packaging industry to use on their customers' packaging shipped in North America and around the world. "The 'jobless recovery' in our economy has become the 'job-loss recovery' for those of us in manufacturing," Wertheimer told more than 450 AICC members gathered in San Francisco.

Wertheimer quoted a letter written by AICC member John Allen, President of Danbury Square Box in Danbury, Conn., who wrote, "I do not have to tell you that the horse is out of the barn and that cheap foreign goods are seriously eroding the middle class - those who buy goods, pay taxes, and in general hold up the economy. There is no hue and cry to buy made in America, and I feel that AICC could lead a campaign to support buying American goods, with a small standard printed next to our freight [certification] stamps."

The "Make it in America" symbol, or logo, depicts the North American continent and the words "Make it in America" as a reminder to manufacturers, the general public and legislators that a strong manufacturing base is the guarantor of economic prosperity. The countries "USA - CANADA - MEXICO" are also included because AICC has membership throughout the North American continent, and manufacturing capacity is at stake in all regions. Members may use the logo with or without the additional country designations. AICC's Board of Directors approved the concept in principle at its meeting on Wednesday, September 17, and urges members to use it with their customers' permission next to freight certification (cert) stamps on their boxes. Members may also use it on letterhead, invoices, and even on their delivery trucks.

***The "Make it in America" logo, shown above, is available to all AICC members online at [www.aiccbox.org](http://www.aiccbox.org)*** AICC will also solicit other organizations in the corrugated industry to adopt and use the logo.

AICC also announced its participation in the National Association of Manufacturers Section 301 Coalition, a group formed to urge fair trade practices, particularly the removal of artificial barriers such as currency valuation. The action was designed to coincide with a Congressional Resolution introduced Wednesday, September 17, by House Small Business Committee Chairman Don Manzullo (R-Ill.) and Reps. Charles Stenholm (D-Tex.), Mike Rodgers (R-Mich.) and Baron Hill (D-Ind.). This bipartisan legislation is designed to force China, Japan, South Korea and Taiwan to stop manipulating their currencies to the detriment of U. S. manufacturers.

For more information about the "Make it in America" logo or the Section 301 Coalition, contact Steve Young Phone: 877-836-2422 Email: [syoung@aiccbox.org](mailto:syoung@aiccbox.org)



The  
Board of Directors

Wishes you  
A Joyous  
Holiday Season  
and a  
New Year  
filled with  
Peace  
and  
Happiness!

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## 2004 Upcoming Events

- |             |  |
|-------------|--|
| February 13 | AICC Region Eleven: Ski Day<br>Bring your staff, family & friends for our first Ski Day - Skiing fun, family race and reception. Registration forms sent out soon! |
| March 25    | Region Eleven Bi-annual Trade Show - General Meeting & Dinner<br>Watch for registration forms to participate!  |
| June 14th   | AICC (Canada) Region Eleven Annual Golf Tournament<br>Kleinburg Golf Course  |
| June / July | Spring / Summer Newsletter   |

### In the mail / e-mail...

	Format	Sent To
Member Directory Incl. Product & Services Listing	Emailed / Mailed	Main Co. Ctc
Winter Newsletter	Emailed / Mailed	All Ctcs
Ski Day Registration Forms	Emailed / Mailed	All Ctcs
March 25 Trade Show Registration Kits	Emailed / Mailed	Assoc Ctcs
March 25 General Meeting Registration Forms	Emailed / Mailed	Reg Mbrs
PPEC Donation Requests	To Be Mailed	

## PPEC

By Kevin Sharkey

PPEC has continued to work tirelessly on behalf of the paper industry in regards to Environmental Issues.

The most pressing concern on PPEC's agenda has been the adoption of the new Waste Diversion Act that the previous provincial government had initiated. As you may know the plan entailed placing a levy on paper. That levy (read tax) would in theory support the municipal blue box programs.

The recent change in governments at Queen's Park has made the future of the program uncertain. At this point it looks like the levy intended for 2003 will go forward. The original plan has stated that the levy would rise in the future, all of this meant cost increases somewhere in the value chain of paper to boxes to users.

As the new government finds its way on this issue all the stakeholders will be active in ensuring that their agenda gets top billing. There has never been a more important time for the paper industry, through PPEC, to have our collective voices heard.

The financial support that PPEC receives really is an investment to help ensure our competitive environment stays as healthy as possible. The board of AICC Region 11 salute all those who have contributed to PPEC and we would encourage those who have not to rethink their decision and support an effort that is in all of our interests.

## Think Green Think Golf



Message From Warren Pearce, Golf Committee Chair

Mark your Calendars! The Region Eleven Annual Golf Tournament is booked for Monday, June, 14th at Kleinburg Golf Course. Registration forms will be mailed in the spring.