



Dion Label Printing, Inc Facility Sheet

Company Profile

Dion Label Printing, Inc was founded in 1969 by John Dion Sr. Our company has 40 years of experience in the printing industry. Our building is privately owned. With over 70 employees, Dion Label Printing, Inc operates both flexographic and digital printing presses in our 30,000 square foot facility.

Prepress and Graphic Capabilities

- Complete in-house design and prepress services
- Project assistance to ensure most desirable finished labels
- ESKO Color Engine profile management for consistent cross production color management
- PackEdge, full featured, pre-production editor
- Esko AE10.1 FlexRip & prepress workflow management system
- Extensive Suite of Deskpack plugins for expanded Adobe Illustrator & Automation Engine performance
- Flexo Tools & Equinox Ink Wizard for enhanced Photoshop Color Corrections & Expanded Gamut separation support
- Eco-friendly Esko CDI/DuPont™ FAST digital platemaking technology
- Perfect Highlights screening technology for seamless gradients
- 5 full time Mac OS prep stations plus 3 full time technical support positions
- Automated file management and archiving system
- 3 server class processing & storage platforms with redundant file back-up
- 2 dedicated Digital Front End workstations for HP Indigo file processing and variable data streaming
- 1 dedicated Guardian OLP comparator; electronic proofreading workstation
- Cross platform support for most graphic design software

Printing & Finishing Equipment

- 7" Propheteer: 5 color flexographic printing press
- 3- 10" Propheteers: 8 color flexographic printing presses
- 13" Nilpeter: 8 color flexographic printing press
- 16" MPS: 8 color full servo - UV flexo printing press
- 13" Custom servo converting press
- 13" Digicon: digital finishing press
- 2- HP Indigo WS6000: 7 color digital printing presses
- 13" Custom converting press with silk screen and hot stamping capabilities
- Shrink sleeve seaming equipment

Inspection Equipment

- 3 Highspeed upright slitting/inspection machines
- 1 Highspeed upright slitting/inspection machine with video error detection
- 3 Table top inspection stations
- 1 Highspeed upright slitting/inspection machine with numbering/imprinting capabilities
- Highspeed Bunch fanfolding machine
- Offline sheeter for unique applications
- Shrink sleeve inspection equipment

Quality Control Processes and Equipment

- Quality control coordinator oversees each customer specification is met throughout the entire label project.
- Dynamic real-time specification control alerts all production staff of customer support or product specific special instructions
- Two proofreading processes: human and electronic
- Video monitoring at each press, finishing units and inspection equipment to ensure quality during each phase of the production run.
- Each label roll is marked with its own batch number for tracking after the sale
- Exact match proof option including laminate or varnish for proof accuracy



DION

Label Printing

your image is our business



539 North Road
Westfield, MA 01085
T: (413) 568-3713
T: (800) 583-6366
F: (413) 562-8361



Quality Control

At Dion Label Printing we take the time to ask detailed questions and test material to ensure our customers receive the best printing solution. Our ordering process and production operations are designed with customer specific quality controls to confirm all details are fulfilled. Premium quality printing and ultimate customer satisfaction are our main goals here at Dion Label Printing, just ask any one of our customers!

- Every customer has their own team of two account representatives. This method provides for all steps in the ordering and the production process to be reviewed twice, ensuring quality. Both account representatives know your account inside and out allowing you to get a detailed response at all times. You always have a second source for up-to-date information.
- A technical coordinator works with all sales representatives and account representatives to test material and product environment to confirm each packaging solution is successful. The technical coordinator is also responsible for seeking alternative materials in the event that our supplier decides to obsolete a certain material.
- All prepress and design capabilities are in-house, encouraging a direct line of communication between the customer and our graphic artists. This ensures security of the customer's artwork and allows for expedited processes. Dion Label Printing also has a detailed file management and archiving system.
- We sell and service a variety of labeling equipment and thermal transfer printing products. For this reason we understand how to create a label that can be easily applied to different products of varying shapes and sizes. We have often worked with contract packagers to provide the ultimate product for our customers. Our easy-to-understand labeling solutions and continued relationships with contract packagers have allowed us to be a top choice for referral to new customers.
- A quality control coordinator ensures each customer specification is met throughout the entire label project.
- Dynamic realtime quality control alerts are utilized for customer support and product specific special instructions. From the initial ordering process through production and shipping these alerts are coded for each individual department to ensure individual customer specifications are met. For example, if a customer requires that red tape be used for all production and inspection splices, this alert will show in the appropriate departments when a customer's order is scanned during production control.
- We have two proofreading processes. Our human proofreader reviews all of the label's copy as well as the details of the order itself. Our electronic proofreader uses an exact match comparator. This equipment will highlight any missing text, font, graphic, etc... even missing content smaller than a period!
- Video monitoring of printed web on press, finishing equipment and inspection equipment to ensure the highest quality during each phase of the production process.
- Each label roll is marked with its own batch number for detailed tracking after the sale. This also enables proper rotating and count of inventory.
- Exact match proof options including laminate or varnish for proof accuracy are available.
- All finished rolls are reviewed twice by inspection and finishing personnel and bagged or shrink wrapped for protection before shipping.



DION

Label Printing

your image is our business

539 North Road
Westfield, MA 01085

T: (413) 568-3713

T: (800) 583-6366

F: (413) 562-8361



Sustainability

From hydrogen powered cars, to wind power, to solar heated buildings and energy efficient equipment, the world is changing... for the better. Dion Label Printing is making great strides in this race to "go green" by taking steps toward a better, cleaner and healthier tomorrow. All over the world companies are implementing better waste management systems, energy efficient processes, and expanding their eco-friendly product offerings. Dion Label Printing is one of these companies. We cannot change this world in one day, but day by day we can help change this world for the better.


- Over 95% of Dion waste is transformed into energy pellets used in conjunction with and as a substitute for coal. These pellets also burn much cleaner than coal.
- Digital printing reduces waste tremendously. Setup waste is nearly 250-500 ft per color setup on a flexographic press. On the digital press, it's merely 0-80 ft to setup all colors.
- Dion offers water soluble adhesives which allow labels to be washed off their containers, so the recycling process for containers is much simpler.
- Water-based, solvent-free inks are used in most conventional printing operations.
- Dion offers a variety of eco-friendly material ranging from various levels of post-consumer paper, "tree-free" paper, and biodegradable films.
- Dion offers bulk shipping for those customers who are willing to mix items within their shipping containers, allowing us to cut back on boxes and shipping paper.
- Reporting is mostly done utilizing PDF documents, rather than printing reports daily.
- Digital stock is coated using 100% renewable energy, including wind power.
- To maintain health and safety internally, Dion has a safety committee.
- Energy efficient lighting is located throughout the entire building.
- A productivity management board (made up of Dion employees representing all departments) oversees company processes and implements methods to reduce waste, increase efficiency and promote sustainability.
- Dion Label Printing was nominated for the Sustainable Converter of the Year award in 2008.



DION

Label Printing

your image is our business



539 North Road
Westfield, MA 01085
T: (413) 568-3713
T: (800) 583-6366
F: (413) 562-8361



Flexibility

At Dion Label Printing, we work with product manufacturers and packagers in a variety of industries. We understand that last minute changes occur and sometimes a customer needs expedited service to help them meet their own demands. Because we have two printing techniques, multiple full-time print shifts and an in-house prepress and graphic design department, we are fortunate to provide our customer's with the flexibility to make changes and expedite orders that require immediate attention.

- Dion has several printing presses in the flexographic and digital printing environments.
- Both printing techniques run full-time first and second shifts.
- Our in-house prepress and design department utilizes software that allows us to instantly create a file for each printing press when saving revisions. We also archive all customer files allowing changes in artwork to be effortless and printing via different methods to remain consistent from order run to order run.
- Digital printing is a great solution for short-run, quick turnaround orders and prototyping.



DION

Label Printing

your image is our business

539 North Road
Westfield, MA 01085
T: (413) 568-3713
T: (800) 583-6366
F: (413) 562-8361



Innovation

Dion Label Printing, Inc strives to grow its capabilities each year. In 1969, we started our operations with one printing press in John Dion's basement. Forty years later, we have grown into a 30,000 square foot facility with multiple printing presses in two printing methods. Over the past decade, we have made significant investments in technology propelling us into the forefront of the northeast printing industry.

- Dion Label Printing has made investments in technology every year for the past 10 years and continues to invest in new and innovative processes and technology.
- Our marketing department is constantly researching new product and packaging techniques allowing us to distinguish between trendy packaging ideas that will fade quickly or last by adding a new sector of packaging to our industry. This distinction helps us propose profitable packaging solutions to our customers as well as provide insight into the technology in which we are looking to invest.
- New investments have been confirmed for the fall of 2009 and 2010.

Our most recent innovations:

- Our patented skin application for children has provided a hypoallergenic solution for one of our customers and has been featured on Oprah, as well as in several magazines.
- Our skilled technical packaging experts allow us to provide medical customers with cutting edge techniques which have increased their business by double digit growth.
- Our 16" MPS hybrid press was the first purchased European press of its kind to be introduced in the United States. This allows us to add techniques like cold-foil, UV inks, and the printing on unsupported films to our vast list of capabilities.
- The same year we invested in our MPS press, we introduced an American-made custom converting press allowing us to implement complex solutions including band-aid-like applications and custom die cutting.
- Our offline sheeter allows us to sheet digital and flexographic orders with ease without impeding our printing operations.



DION

Label Printing

your image is our business

539 North Road
Westfield, MA 01085
T: (413) 568-3713
T: (800) 583-6366
F: (413) 562-8361

Customer Testimonials

"You guys are perfect! Many thanks for the great service!"

"The decals are great. Everyone has commented positively on the little packages I mail out for LocalGreenie.org, which include the member decals. The quality was fantastic!"

"You and your team have gone above and beyond to hit this very tight timeline."

"Nicest lables I have ever had."

"We just got the labels and they look great...thanks so very much for the expedited service!"

"You saved us again!"

"I just wanted to say thank you for all of your efforts in getting us the Syndion Labels so quickly. They look great! We should now be able to meet our deadline for the Defeat Autism Now conference...so thank you again!"

"I want you to know how much we appreciate your attention to detail and customer first attitude. If we ever had any doubts about not having a direct sales contact, we were very much proven wrong. You do a great job providing excellent service and consistent quality products. We look forward to another great year!"

"You guys are great to work with."

"We got the labels and we only have one comment. If everyone that we deal with in trying to get our business going and our product known were, even half, as efficient, reliable, and caring as you are, we would have reached our goal by now."



DION

Label Printing

your image is our business

539 North Road
Westfield, MA 01085
T: (413) 568-3713
T: (800) 583-6366
F: (413) 562-8361

Customer Testimonials



"Above and beyond...AMAZING professional service... In 45 years I never received such amazing help and service when I KNOW it is not in either of your job descriptions."

"We received the Creme de Chocolat labels this morning and they are simply gorgeous!! Just wanted to send everyone at Dion a huge THANK YOU for all of your efforts in processing, printing and delivering to us the chocolat label in time for our tradeshow. You're tops with us!!"

"Beautiful!! I can always count on you!"

"I just want to thank you for your outstanding customer service. I appreciate all your help and will certainly use you again."

"We all appreciate your attention and very quick response to this order!"

"To say 'thank you' hardly seems adequate to express how much I appreciated your assistance and support in getting the two dot whacks produced so quickly. I look forward to working with you all again soon."

"Thank you so much for pushing the job through so quickly. I really appreciate everyone's efforts to accommodate our shorter-than-usual turnaround time. We will definitely call on Dion Label again!"

"You are amazing! Thank you for the incredible service you are giving to our company!"

"We are impressed, especially with the service not to mention the good work that you all do for us! That's why we continue to keep coming back!!!!"

"Thank you for your efforts to turn this project around quickly. Your responsiveness is the best I've experienced among all our vendors."



DION

Label Printing

your image is our business

539 North Road
Westfield, MA 01085
T: (413) 568-3713
T: (800) 583-6366
F: (413) 562-8361