

# Dion Label Printing Facility Information

## Company Profile

Dion Label Printing, Inc was founded in 1969 by John Dion Sr. Our company has 45 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 capabilities in our 30,000 square foot facility.

## Prepress and Graphic Capabilities

- In-house prepress, design support, and project management for superior outcomes
- ESKO Automation Engine 14 modular DB driven workflow management
- ESKO Modules: JDF, VDP, FlexRip, PDF Processor, Shrink Studio, Plato, PackEdge, Flexo Tools, Equinox & more
- ESKO Color Engine 14 fully supports 4cp and expanded gamut 7cp color match strategies
- Custom JDF workflow architecture for complete, automated, product and revision control
- Refined Brand, Pantone & Special Matches are automated for consistent results on all products
- 3-Xrite eXact synchronized spectro's, 1-Xrite iO Profiling flat bed, 1-Xrite 530, 1-508
- Pantone Lightbooth for precise visual color viewing & evaluation
- Eco-friendly ESKO CDI/Dupont FAST digital platemaking
- Perfect Highlights with screen manager for optimum Flexo plate highlights and gradients
- 5 full time MAC prep stations, 3 full time technical support positions, 1 Plato/PackEdge Windows Desktop
- 4 server class processing and storage platforms with redundant back-up architecture

## Printing & Finishing Equipment

- 2- 10" Propheteers: 8 color flexographic printing presses
- 13" Nilpeter: 8 color flexographic printing press
- 16" MPS: 8 color full servo - UV flexo printing press
- 17" MPS: 9 color full servo - UV and water based flexographic printing press
- 13" Custom servo converting press
- 13" Digicon: digital finishing press
- 2- HP Indigo WS6800: 7 color digital printing presses
- 13" Custom converting press with silk screen and hot stamping capabilities
- Shrink sleeve seaming equipment

## Inspection Equipment

- AVT full inspection and roll mapping system for 100% inspection from press to Quality Control
- 3 Highspeed upright slitting/inspection machines
- 3 Table top inspection stations
- 1 Highspeed upright slitting/inspection machine with numbering/imprinting capabilities
- Highspeed fanfolding machine
- Offline sheeter for unique applications
- Shrink sleeve inspection equipment

### **Quality Assurance Processes and Equipment**

- Quality Assurance Supervisor oversees customer specifications are met for each label project
- 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, to ensure quality during production phase.
- Each label roll is marked with its own batch number for traceability back to raw material suppliers
- Exact match proof option including laminate or varnish for proof accuracy

## Quality Assurance

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!

- Technical specifications of new projects are reviewed and tested by customers to ensure printed packaging will be successful for your application.
- All prepress and design capabilities are in-house, encouraging a direct line of communication between the customer and our graphic artists. Direct communication 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.
- The Quality Assurance Department ensures each customer specification is met throughout the entire label project.
- Dynamic real-time quality assurance 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.
- 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, graphics, 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.
- AVT full inspection and roll mapping system for 100% inspection from press to Quality Assurance
- Dion Label Printing, Inc. is proud to be the first GMI Certified Printer in the country for both Digital and Flexographic Printing. As of March 2014 Dion was awarded the certification by Graphic Measured International as a high performance printer with a blue dot rating. Since becoming certified Dion has worked diligently to maintain our high performance printer rating to ensure consistent and accurate printing for our suppliers.
- 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 Quality Assurance personnel and bagged or shrink wrapped for protection before shipping.

## 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.

- 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.
- To maintain health and safety internally, Dion has a safety officer and committee.
- Energy efficient LED 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.
- Various departments are in the process of going paperless to further reduce company waste and provide a centrally located area for all documents.

# 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-five 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 printing industry.

- Dion Label Printing continues to make investments in technology every year along with new and innovative processes.
- 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. The 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 are currently in progress for 2016/2017.

## **Our most recent innovations:**

- AVT full inspection and roll mapping system for 100% inspection from press to Quality Control
- 17" MPS: 9 color full servo - UV and water based flexographic printing press
- 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 is continually updating our digital printing machinery with the recent installation of the HP Indigo WS6800 presses. The presses offer a wider print area and a more advanced artwork integration system.
- Our marketing team has provided promotional label samples utilizing new and innovative materials. One material includes a wood veneer label material.
- Dion has shown continued growth in the flexible packaging industry including shrink sleeve applications for varying markets with specialty finishes.

## 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."

Thank you so much for your help on this project. It's always a pleasure to work with you. I look forward to seeing the new labels."

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

"We are very excited to be working with your team, and have been blown away by your customer service and responsiveness. Thank you for your continued support. We're looking forward to creating more market leading supplements with the help of your team."

"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."

"I really appreciate the response that I received from your company on this job and I will definitely recommend your company as one of the best I have ever worked with!"



## 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 just wanted to say how impressed we are with the labels. They look and feel fantastic! We were pleased with how accurately the colors matched! Thank you so much for a great job! You're making our customers VERY VERY VERY happy!!!!"

"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."

"I must say that I am very happy with Dion's customer service and will definitely use your company again. I'm one of those people who are thrilled to work with friendly, organized people. Dion does a great job!"

"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!!!!"

"Thanks for staying on top of things, if every company did business the way Dion does I would never have to worry about anything. I just can't believe this whole process moved flawlessly. It was great doing business with you guys."

"The labels look absolutely STUNNING!!! Very very happy to see how they turned out. I'm certain this will drive sales which will lead to many more label orders to come."

