



ADVANCED ADHESIVES REPORT

Your corrugating newsletter from Harper/Love Adhesives Corporation

Harper/Love Adhesives Corporation was formed in 1978 as a joint venture of Harper Corporation of America and N.B. Love Industries, of Australia.

Since that confident beginning, many have contributed to the work of our company and the value we offer to our customers.

Our focus has been to involve ourselves only in the corrugating industry, delivering products that help corrugators run faster, better, and at lower cost—backed by technical support second to none. The milestones in this issue highlight some of the accomplishments in which we take pride.

We are grateful to all who have been a part of our effort, and to our customers who have given us opportunities to share their goals and successes.



Industry service highlights



Bettendorf Technical Award

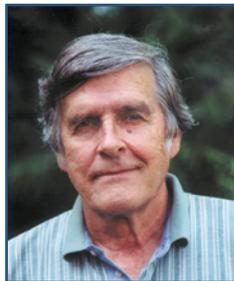
- 2000 Bill Nikkel
- 2002 Jim Carbone
- 2004 Peter Snyder

Corrugated Division Leadership Award

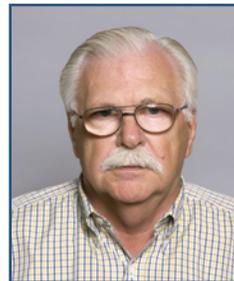
- 1991 Clint Bell
- 2005 Bill Kahn

TAPPI Chairperson

- 1994 Katherine Harper
- 1997 Bill Kahn



Bill Nikkel



Jim Carbone



Peter Snyder



Clint Bell



Bill Kahn



Katherine Harper

1981 ACCCSA—Harper/Love was instrumental in the organization and growth of the Association of Corrugators of the Caribbean, Central and South America. The 1993 convention was dedicated to Napoleon Montesinos who was our regional manager in Latin America from 1983 until his death in 1992.

1993 ACCCSA award — ACCCSA presented an award to Katherine Harper in Quito, Ecuador, for her work in establishing and growing the organization.



Napoleon Montesinos

When Fred Jackson attacks a corrugating problem...



Guess who benefits?

Paul Spenadel knows you have better things to manage than stress.



Like productivity

Thirty years of leadership in customer service

Your "call-us-first" allies in the endless battle for corrugator productivity.

THE GO-TO GUYS

Spanning the last square foot of performance out of a mechanical corrugator is 70% science, 30% art, and 100% a matter of experience.

That's why our technical sales and service guys are good people to have on your side. They know more about the science of adhesive performance or the management of productivity.

And they have tricks up their sleeves you won't find in any handbook or white paper.

So when you're challenged to make your corrugator do something it would rather not, call us, the go-to guys. We have ways.

H HARPER/LOVE
ADHESIVES CORPORATION
Leader in the science of making great adhesives better™

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1979 Fred Jackson—Fred was the first corrugator specialist hired and trained to be a starch technician as well. Harper/Love built on this combination of skills to create the largest group of corrugator/adhesive technicians in the industry.

1980 Paul Spenadel—Paul served as VP Sales & Marketing from 1980 to 1993, helping to establish the company as a quality supplier in North America as well as Latin and Central America.

1990 Wastewater technology—Harper/Love was the early pioneer in using wastewater to make starch adhesive.

1991 Forest Products Lab Report—Harper/Love commissioned a study on wastewater by the FPL, which proved there is no migration of heavy metals in the starch through the linerboard. This resulted in increased use of wastewater.

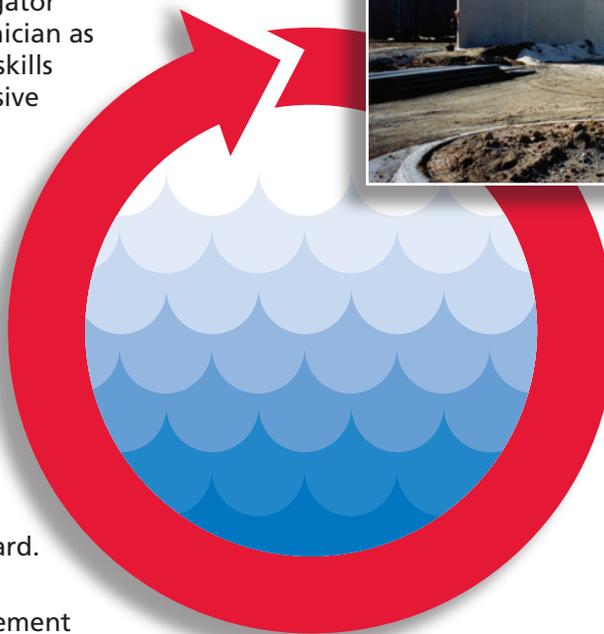
1992 MET™ Program—The patented Management Extension Team Program formalizes working relationships and procedures for benchmarking, goal-setting and problem solving.

1993 Bonding Enhancement Science Center—Harper/Love moves into a new 66,000SF custom-designed building which houses manufacturing, warehousing, offices, and laboratories for R&D, board testing, and quality assurance.

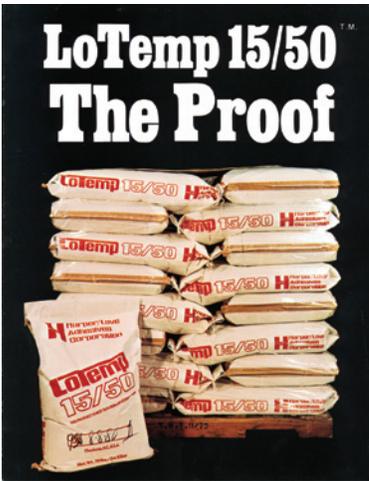
1994 Walking Workshop—This popular seminar covers all aspects of starch adhesive and how it relates to high-quality corrugated production.

1997 Understanding wet strength—Published the industry's first specific guidelines to identify the properties of MRA, WRA, and WPA.

2001 Adhesives Technology Alliance—This alliance between Harper/Love and Corn Products allows customers to gain a single-source access to the most complete product offerings in the industry. Also allows efficient response time for service by leveraging the geographic locations of the companies' field forces.



Thirty years of product innovation



1979 LoTemp 15/50™—Created a more efficient adhesive with less energy consumption. Combined with unique *Swell System* developed in the Love Starch labs in Australia.

1980 HL-7™—First use of polyphenolic powdered resin in adhesive to provide cross linking for improved wet strength as well as a firmer sheet, resistant to bullet damage in automatic stackers. Less cure time prior to downstream processing.



1985 Hydratite 401™ Resin—Specifically developed as a higher-solids resin with no resin shock and minimal free formaldehyde.

1988 One Bag Mix (OBM)™—This line of easy-to-

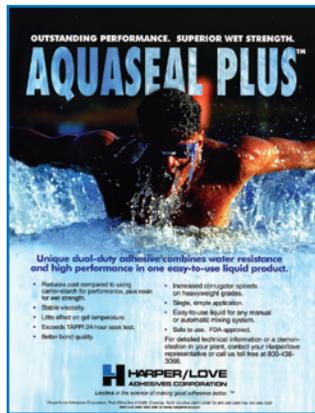
use, just-add-water adhesive products allows many of the Asitrade-type machines to operate very efficiently.

1992 MITEX™—Unique use of a powdered polyphenolic to replace wax in certain applications.

1994 Liquibond™—The industry's first liquid performance enhancer which could be easily added to a batch and provided both increased speed as well as a better bond on heavyweight board.

1997 Safety Mix™—First product to allow box plants to eliminate the use of caustic soda.

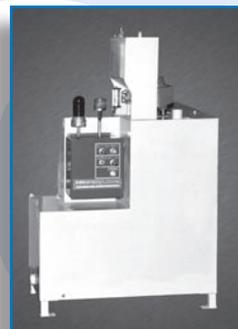
1997 Aquaseal Plus™—The industry's first two-in-one liquid performance enhancer that also provides wet strength.



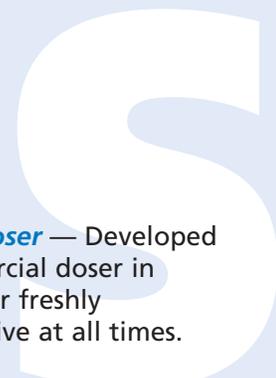
1998 Calciban™—Prevents the buildup of calcium carbonate and other inorganic deposits on the surface of glue rolls. Solves the issue of using hard water or water from treatment systems to make starch adhesive.



1979 Love Cup Introduced— At last, an easy-to-use tool to measure adhesive viscosity.



1984 Resin Doser— Developed the first commercial doser in U. S. to allow for freshly resinated adhesive at all times.



Three decades of service
to the corrugating industry



- 30 years of product innovation
 - 30 years of technical service leadership
 - 30 years of industry service
- In this issue:

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Leaders in the science
of making
good adhesives better™



HOW DEEP IS YOUR BENCH?

Put Harper/Love on your team for a winning season. Every season.

With 50 corrugating veterans on the field, Harper/Love leads the league with sheer manpower. Wherever you are, whatever you do, we've got you covered. Nobody else comes close.

There's not a rookie in the bunch. Our sales/tech pros average 26 years in the game, for a whopping 1,305 years of combined experience in corrugating. Study the playbook? They wrote it!

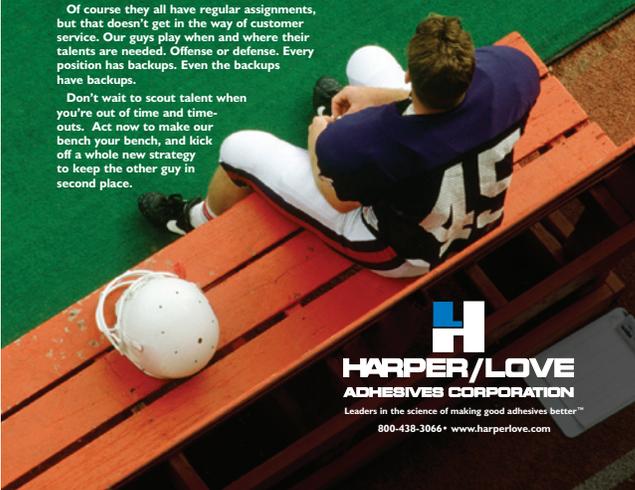
Of course they all have regular assignments, but that doesn't get in the way of customer service. Our guys play when and where their talents are needed. Offense or defense. Every position has backups. Even the backups have backups.

Don't wait to scout talent when you're out of time and time-outs. Act now to make our bench your bench, and kick off a whole new strategy to keep the other guy in second place.

Manpower.

Experience.

Expertise.




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SuperCorrExpo theme: How deep is your bench?

Harper Love's presence at SuperCorrExpo will reinforce our recent advertising theme, *How deep is your bench*, stressing the manpower, experience, and expertise of their large field sales and technical support staff.

The company's 50 sales-tech pros average 26 years in the industry, which adds up to combined corrugating experience of 1,305 years.

Please visit us in booth # 2154.