



The Packaging Solutions People

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PAGE 1

CLS Informer Newsletter

New HAZPlus Pyrotechnics Packs Introduced For Shipping Consumer and Display Fireworks



Our HAZPlus™ Division can take the testing and certification of UN 1.3G & 1.4G Explosives packaging off of your hands.



HAZPlus™ 30-9940HAZ PYROTECHNICS PACK

Our 30-9940HAZ is considered a "stock" carton for us and is:

- Tested and certified to a UN4G/Y65/S rating

- Standard 22" x 13" x 15" carton dimension
• Heavy 350# double wall construction
• Designed and tested in our on-site UN testing lab
• Certifications maintained and updated to ensure compliance
• "Kit" comes complete with anti-static poly bag & cable tie (optional), and carton closing tape
• Available with or without pre-printed D.O.T. "Explosive 1.3G orange label
• Can be custom printed with your logo and/or address
• Item is in stock for immediate shipment
• Other sizes available

1.3G Explosives:

Formerly known as Class B special fireworks. Items classified as 1.3G explosives are display fireworks.

1.4G Explosives:

Formerly known as Class C common fireworks. Items classified as 1.4G explosives are consumer fireworks intended for use by the general public.



Other new HAZPlus Packages that are now available:

- Large & small battery packs
• Infectious Substance packs
• 6x1 gallon F-style tin can packs
• 12 x 1 aerosol can packs
• 2-cell multi-combination pack
• 4x1 gal HDPE industrial square
• Nalgene bottle packs
• 5 gallon UN "X" rated packs
• Cubic Yard Boxes

The 3rd edition of our HAZPlus catalog has just been completed. Please call us for a copy or visit our updated website at www.hazplus.com!

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SPECIAL POINTS OF INTEREST:

- New UN Requirements for Orientation Arrows on Single Packagings
• CLS & Sustainable Packaging
• New UN4GV 4 Liter & Less Glass Pack
• Customer Profile—Wonder Tablitz LLC

C.L. Smith Awarded NACD "Best of Show" for Wondertablitz package

NACD Bernard M. Seid Best of Show - Wondertablitz All Purpose Cleaner spray bottle



The National Association of Container Distributors (NACD) is pleased to announce C.L. Smith's package for Wondertablitz All Purpose Cleaner spray bottle package as this year's winner of the Bernard M. Seid Best of Show Award - the top award in NACD's

Annual Packaging Awards Competition. Judging for the 45th Annual competition was held February 4 and 5, 2008 in Pittsburgh, PA. The competition featured over 150 innovative entries within seven categories. Categories include: Cosmetics & Per-

sonal Care; Drug & Pharmaceutical; Food & Beverage; General Industrial; Pet & Vet; Household Chemical; and Novelty. The package receiving the most votes overall is awarded the (continued on page 2) Bernard M. Seid Best of Show



## C.L. Smith Awarded NACD Best of Show for Wondertablitz package (Cont.)

award. It is named as memorial to Bernard M. Seid, a valuable contributor to NACD and an innovator in the industry as well as a leader in the development of NACD's Packaging Awards

Program. This year's winner takes a bow for sustainability.

All of the Packaging Awards winners were announced at the NACD Annual Convention Awards Banquet, Friday, April 4, 2008 at the Ritz-Carlton Golf Resort in Naples, Florida. Wondertablitz All Purpose Cleaner (Wondertablitz LLC) products are environmentally smart and come in a spray bottle that includes a recessed area that holds three refill tablets (each tablet is concentrated cleaner). To access tablets, users peel back the label and remove one tablet from a blister pack and then replace unused tablets in the bottle's storage cavity. They insert one tablet into an opening on the side of the bottle, which also allows easy access to add water from most faucets. Mixing one tablet with water equals 32 ounces of product.

Having the refill recess area built into the bottle reduces the use of plastic by almost 66%. The Wondertablitz system allows for less weight and space in shipping. These bottles and their products meet requirements of "sustainability," recyclability, are environmentally-friendly and safe to use. The translucent bottle colors allow the product level to show through and one package yields 96-ounces of product instead of one-time usage of 32-ounces. 🙌

Reprinted from *Closures and Containers News*

## About Wonder Tablitz, LLC



In 2006, the Schultz family, former owners of the Gonzo line of household cleaning products, realized there was a need for innovation in the household cleaning products marketplace. They asked themselves what consumers are looking for in a household cleaning product and how the current selection of cleaners can be improved upon. They realized that consumers want a product that works well, that is environmentally responsible, and that offers a great value. After examining the marketplace, they saw products that worked well, but contained harmful ingredients and were not environmentally friendly. They saw products that were



## LYONS DESIGN STUDIO UPDATE



Would you like to have your own unique bottle design to separate your product from the pack? C. L. Smith and Lyons Blow Molding work hand-in-hand on proprietary bottle design projects for our customers. These custom bottle designs reflect a diverse cross-section of markets.

As you can see from our most recent award, we collaborate closely on design concept with our customers in order to get a thorough understanding of their overall market goals for their product. The key to successful packaging is reflected in its appeal and functional design.

Our technical expertise and utilization of our own manufacturing plant, Lyons Blow Molding, makes us a valuable "one stop shop" for custom blow-molding. Typical design steps include:

- Collaboration with our design team to create a conceptual bottle design for your product
- 2D or 3D technical/dimensional drawings
- Review of initial drawings to incorporate necessary revisions and/or changes

- Creation of solid model (optional)
- Prototype mold (optional)
- Actual production of molds
- Production of actual bottles

Because all of the design work, mold production and maintenance, and manufacturing is managed by us through our own production plant, we can reduce the time it takes to get your product to market and keep the project within your budget.

Keep in mind that we are a "one stop shop" and can also offer closures, sprayers or dispensing options, labels, and outer packaging for shipping your containers to market. If a proprietary mold is of interest to you, please contact your C. L. Smith Sales Representative for additional details. 🙌



## Acquisition of Midwest Container from MWC Group Adds Customers and Products to CLS Chicago-Based Warehouse

C. L. Smith Company acquired the customer list and container inventory from Midwest Can Company, located in Melrose Park, Illinois, in December of 2007. Midwest Can Company is also a blow-molder and has been manufacturing specialty containers in Chicago since 1951. C. L. Smith Company did not purchase the blow mold-

ing business in this transaction.

C. L. Smith Sales and Customer Service Representatives were able to introduce themselves to the customers during the holiday season to insure a smooth transition and that our new customer's needs would be met. Many interesting and exciting new customers have now been added to our customer list and the transition appeared to be a smooth one.

We have also been able to integrate containers specifically used by this customer base into our Melrose Park warehouse. This expanded our "stock" product line offering from this location; products we have not been able to offer in the past are now available. Sales Representatives that specifically cover the Chicago-land territory include Martin Aranas and Beth Mazanec. Please do not hesitate to contact Martin or Beth or our Customer Service Department for any needs you might have in the Chicago area. 🙌

environmentally responsible, but cost too much for the average consumer to use on a daily basis. They saw products that were a great value, but did not work well. The Schultz family went to work to invent a product that would satisfy all three requirements: effectiveness, environmental friendliness, and great value. What they came up with is Wonder Tablitz™ effective, effervescent cleaning tablets in a unique bottle with "built-in" refills. The technology is so innovative that the tablets are patented and the bottle is patent-pending. The Schultz family is confident that you will agree that Wonder Tablitz™ products mark a cleaning revolution! 🙌



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# WHAT IS SUSTAINABLE PACKAGING?



The Sustainable Packaging Coalition envisions a world where all packaging is sourced responsibly, designed to be effective and safe throughout its life cycle, meets market criteria for performance and cost, is made entirely using renewable energy and once used, is recycled efficiently to provide a valuable resource for subsequent generations. In summary: a true a cradle to cradle<sup>1</sup> system for all packaging.

The mission of the Sustainable Packaging Coalition is to advocate and communicate a positive, robust environmental vision for packaging and to support innovative, functional packaging materials and systems that promote economic and environmental health.

The purpose of this document is to take the important first step in articulating an agreed upon definition of the term "sustainable packaging" so that all parties are working toward the same vision. By providing a common framework, the packaging industry can evaluate current efforts, identify opportunities and begin to pursue strategies to develop sustainable packaging materials and systems.

The definition is intended as a "target vision" for companies to strive toward through continuous improvement and will evolve over time with new materials and technologies.

## II. Definition of Sustainable Packaging

The criteria presented here blend broad sustainability objectives with business considerations and strategies that address the environmental concerns related to the life cycle of packaging. These criteria relate to the activities of our membership and define the areas in which we actively seek to encourage transformation, innovation and optimization. We believe that by successfully addressing these criteria, packaging can be transformed into a cradle to cradle flow of packaging materials in a system that is economically robust and provides benefit throughout its life cycle – a sustainable packaging system.

Sustainable packaging<sup>2</sup>:

- A. Is beneficial, safe & healthy for individuals and communities throughout its life cycle;
- B. Meets market criteria for performance and cost;
- C. Is sourced, manufactured, transported, and recycled using renewable energy;
- D. Maximizes the use of renewable or recycled source materials;

- E. Is manufactured using clean production technologies and best practices;
- F. Is made from materials healthy in all probable end-of-life scenarios;
- G. Is physically designed to optimize materials and energy;
- H. Is effectively recovered and utilized in biological and/or industrial cradle to cradle cycles.



These criteria outline a framework for specific actions. The SPC recognizes that the timelines for achievement will vary across criteria and packaging materials. Together, these criteria characterize our vision of sustainable packaging.

## CLS & Sustainable Packaging

C. L. Smith Company will be introducing an alternative line of flexible packaging in response to our customer's requests for sustainable packaging. This alternative container is a flexible package that consists of a standard 5, 10, or 20 liter gusseted, form fit multi-ply barrier bag with a choice of fittings for both manual and automated filling for a wide variety of liquids. Films include combinations of polyethylene and nylon to provide outstanding strength, durability, and compatibility with a wide variety of products.



# A DOT INSPECTION CAN BE A DREAM...OR A NIGHTMARE!

Now that DOT has increased its presence in the field they will be showing up at companies that manufacture, package, transport or use dangerous goods. In addition, DOT also visits companies with related products that are regulated. Having a plan in place to welcome the inspector into your facility can greatly affect the outcome of the visit. Knowing some inside information in preparation for this visit can help your company prepare for these inspections and appear knowledgeable and informed. As a guide to helping you be prepared, COSTHA (Conference on Safe Transportation of Hazardous Articles) is now offering "What To Do When The DOT Hazardous Materials Inspector Calls" as a handbook detailing how to be ready to receive the DOT. Written by Lawrence (Larry) Bierlein, Esg., the book is filled with pointers for consideration. Copies are available for \$19.00 + shipping, from COSTHA at 703.451.4031 or at [mail@costha.com](mailto:mail@costha.com). On-line copies are available free to COSTHA members.

*Reprinted from "Skolnik News" author Howard Skolnik (Skolnik Industries)*

**CLS has a copy of this book on hand for our customer's reference.** 🍀

Products include photochemicals, soaps & detergents, inks, paints & coatings, cosmetics, food & beverage products and other liquids that require durable packaging.

This container has been a successful packaging solution since 1995. Advantages of this type of package include:

- Meets sustainability goals with a reduction in waste and greenhouse gasses
- Significantly less plastic than competitive products
- Substantial reduction in inbound transportation costs & warehouse space required for storage
- The container empties 99% of its product & dispenses smoothly
- The container easily fills without foaming because there is no air incorporated when filling
- The package can be UN certified

Please contact your C. L. Smith Sales Representative for additional information on this packaging. 🍀



## UN Training Seminar Well Attended By Customers In November 2007

C. L. Smith's HAZPlus Division hosted a seminar titled "Selecting and Using Packaging for Hazardous Materials - What a Shipper Needs to Know" here in St. Louis at Clayton On The Park on November 7, 2007. The class was conducted by CLS Engineer, Lonnie Jaycox, DGSA with assistance from Patrick Edwards and Rod Grimes. Topics that were covered were:

- Applicability of packaging requirements for persons and functions.
- Definitions of relevant terms for the purposes of the regulations.
- Package selection criteria using the UN mark.
- Testing variations for combination packaging
- General requirements for shipments by air.
- General packaging requirements applicable to all hazmat shipments.
- Vapor pressure evaluation

The training was focused on the shipper's specific functions as prescribed in the regula-

tions, with respect to packaging hazardous materials.

The seminar was an all-day affair and was concluded with an extensive question and answer period to assist our customers with any specific questions they needed answers for. We were also able to conduct tours of the HAZPlus Certification Laboratory and our Lyons Blow Molding Division for interested customers the day before the meeting was conducted. The meeting was very well-attended with over 50 customers attending. The feedback was very positive and the consensus was that it was certainly time well spent. We do have plans to host another seminar in the future and will be contacting customers several weeks in advance of the date to insure enough advanced notification for attendance. 🙌

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## More Expansion In the Works for Lyons Blow Molding By John Wichlenski

C.L. Smith's Lyons Blow Molding division has added additional extrusion blow molding equipment. Blow molding at Lyons began back in 1987. In 2005, we began production at our new plant. The new 80,000 square foot location has enabled us to add more equipment to better serve our customers.

Two machines were added after the move in 2005 and four new machines have been added in the past year. The machines are designed to run polyethylene bottles with two, four, or six cavity molds. Our all electric machine can run sizes up to 32oz/1liter. Its all electric design provides advantages of not needing hydraulic fluid and actually uses less electric than hydraulic machines. We also added a hybrid machine that can run bottles up to 2.5 gallons in capacity. The hybrid machine also consumes less energy than previous technology machines. Both machines are environmentally friendly and have inherent advantages in processing plastic bottles.

New custom & stock molds introduced in 2008 include:

- 32 oz and 1-gallon Tile Guard bottles
- 32 oz/1-liter square decanters
- 32 oz Wandertablitz sprayer oval
- 1 gallon/4-liter/5-liter redesigned F-style
- 1 gallon/4 liter ind round 33-400 neck
- 128 oz custom F-style bottle

The Lyons Blow Molding division is ready to design and engineer a custom mold for you. Our flexibility, service, and quality are what we are known for. Contact your sales representative to schedule a tour of our facility. 🙌

## New & Redesigned Bottles Introduced in 2008 By LBM

Lyons Blow Molding and C. L. Smith Company have recently introduced a new "stock" 32-ounce/1 liter square decanter to our line of bottles. This container can be manufactured with a 28-400 neck finish as well as a 38-400 neck finish and will accommodate both a closure or a trigger sprayer. We are excited about this addition and feel it has application in various markets including jan-san, automotive, insecticide & pesticide and many others.



New 32-ounce square decanter

In addition to the above bottle, we have also redesigned our standard 1-gallon F-style bottle. The "new" bottle dimensions are nearly identical to the old bottle. The use of existing labels and cartons should not be an issue. The "new" bottle has inherent advan-

tages in improved impact resistance, less variability in wall thickness, and improved top load. These improvements have been requested by our customers and we have now incorporated these changes into the new mold set(s).

Because this bottle is often used in UN certified performance packaging, our foremost thoughts were centered around the improved performance of this bottle in POP packaging. We have now retested this bottle against our most stringent requirements and it has exceeded our expectations. I believe you will find the same to be true.



Samples are available and can be provided for testing and evaluation. Please contact your C. L. Smith Sales or Customer Service Representative and we will forward samples to you. 🙌

**ASK US ABOUT OUR NEW 4-LITER AND LESS GLASS V-PACK FOR SHIPPING HAZARDOUS PRODUCTS THAT REQUIRE GLASS (shown below). IT CARRIES A UN RATING OF UN4GV/X10.5/S!**



## CLS Sales Team Welcomes Lynn Bowman

Lynn was raised in St. Louis, MO and graduated from Univ. of Missouri –Rolla in 1985. She has a BS in Petroleum Engineering. Lynn worked 3.5 years in Houma, LA for NL Industries in electric wireline services for the oilfield both on shore and off. She met her husband Ted Bowman in 1988 and was married in 1989. Ted and Lynn lived in Atlanta where she then went to work for Nalco Chemical Company for 15 years in technical sales. For 12 of those years she managed many accounts in Georgia in the mining industry and was able to increase sales significantly year after year. Her expertise was in the operations and processing of kaolin clay. Cassie Bowman was born in 1997 and Lynn eventually moved into the water treatment division of Nalco and was able to focus on business in the Atlanta area. She began working for C.L. Smith in April of 2007 and is enjoying the packaging industry and working with all the terrific people here. She is focusing on growing new markets in the South and is working closely with N2it to develop new sales in our HAZPlus line. 🙌

*C. L. Smith Container, Lyons Blow Molding, and N2It are thrilled to have Lynn on the Sales Team!*

## Roger Archibald Joins Management Team At CLS



Roger is the Chief Financial Officer at C. L. Smith Company; he joined the company in July 2007 after being a partner in a commercial printing company.

Roger is a native of central Illinois, graduated from Eastern Illinois University in

1979 with a B.S. in Accounting and is a CPA. He worked in the Audit Division of Arthur Andersen & Co. and was a Senior Manager when he left in 1996 to join Argosy Gaming Company. Roger was a Vice-President at Argosy and his areas of responsibility focused on development and government relations. He left Argosy in 2005 after the company was purchased by Penn National Gaming. Roger's responsibilities at C. L. Smith

are centered on working with other senior executives to help grow the company via strategic acquisitions. Since Roger joined C. L. Smith, the company has purchased the distribution business of Midwest Can Company in Chicago and entered the Houston market via the purchase of N2IT Containers. These acquisitions should strengthen the company's relationship with our vendors and, in the aggregate, result in a 15 – 20% increase in the company's sales in 2008.

Roger is active in several community and civic organizations. He is a member of the Board of Directors of the Missouri Chamber of Commerce and is the Chairman of the Small Business Committee. He is also the Vice-President of the Board and Chairman of the Finance Committee of the East Central College Foundation. Roger is a member of the Finance Committee of St. Francis Borgia Regional High School and is a rules official for the St. Louis Metropolitan Golf Association.

Roger has been married for over 28 years to Elaine, who is a Senior Project Manager at MasterCard International. They are parents of three children: David (1982), Brian (1985) and Mary (1989), and have one granddaughter, Molly (2007). Roger's interests include running, golf, wine and collecting baseball memorabilia. 🙌

## Cindy Monroe Is A New Member of LBM Team

Cindy joined our team at Lyons Blow Molding on February 25 of this year. She is working in the office and will be handling many of the daily duties that have previously been handled by Mary Kiely as Mary takes on additional new responsibilities. Cindy came aboard with 20 years of office experience; 10 of those years include Branch Management For Labor Ready in Florissant, Mo. For 3 of those years she worked with LBM as a vendor. Her knowledge and experience will be a great asset to LBM. 🙌



### ASK US ABOUT:

**Our updated (3rd Edition) printing of our HAZPlus product catalog! You can also download it from our HAZPlus Website at [www.hazplus.com](http://www.hazplus.com).**

## Kevin Kiely Brings New Skills to CLS

I was born and raised in St. Louis, Missouri and one of five children born to Edward J. and Nancy Kiely. My father was a Pipe fitter by trade and a politician in his spare time; my mother was a stay at home mom.

My education consisted of catholic grade school and high school. I attended two years of college, at Florissant Valley , and UMSL. My studies included political science and business management.

I am married to Mary , for twenty one years . We have three lovely daughters, Jacklyn 18, Elle 16, and Grace 14. We also have a chocolate Labrador named "Gus".

My business career consisted of nine years at the 7-Up Company (1982 -1991) as an independent distributor in the St. Louis area . From there I moved to Grey Eagle Distributors where I was a member of the Teamsters Union for sixteen years working various positions from the warehouse to the delivery department.

I entered into the CLS position on April 2007 as an Assistant to the Vice President, of Warehousing and Logistics. 🙌

## Kyle Muhammad Joins LBM As Process Tech

Kyle Muhammad joined Lyons Blow Molding in March 2008 as the Plant Process Technician overseeing production. Kyle's extensive knowledge and broad vision makes him a valuable asset to LBM.

Kyle had been previously employed for the past ten years in blow molding in



Chicago, Illinois in key positions and has recently relocated to St. Louis, Missouri. His previous accomplishments include extensive blow molding quality improvement and optimizing plant efficiencies. He has gotten off the ground running by implementing processes to improve our bottle production. We welcome Kyle to the LBM & CLS team! 🙌



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## New UN Requirements For Orientation Arrows on Single Packagings

( Ref: CFR 49 172.312)

Recent changes in CFR 49 have prompted us to include this information for your review for Liquid Hazardous Materials In Non-Bulk Packagings as follows:

(a) Except as provided in this section, each non-bulk combination package having inner packagings containing liquid hazardous materials, single packaging fitted with vents, or open cryogenic receptacle intended for the transport of refrigerated liquefied gases must be:

(1) Packed with closures upward, and  
(2) Legibly marked with package orientation markings that are similar to the illustration shown in this paragraph, on two opposite vertical sides of the package with the arrows pointing in the correct upright direction. The arrows must be either black or red on white or other suitable contrasting background and commensurate with the size of the package. Depicting a rectangular border around the arrows is optional.

(b) Arrows for purposes other than indicating proper package orientation may not be displayed on a package containing a liquid hazardous material.

(c) The requirements of paragraph (a) of this section do not apply to—

(1) A non-bulk package with inner packagings which are cylinders.

(2) Except when offered or intended for transportation by aircraft, packages containing flammable liquids in inner

packagings of 1 L or less prepared in accordance with §173.150 (b) or (c) of this subchapter.

(3) When offered or intended for transportation by aircraft, packages containing flammable liquids in inner packagings of 120 mL (4 fluid oz.) or less prepared in accordance with §173.150 (b) or (c) of this subchapter when packed with sufficient absorption material between the inner and outer packagings to completely absorb the liquid contents.

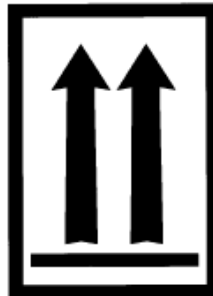
(4) Liquids contained in manufactured articles (e.g., alcohol or mercury in thermometers) which are leak-tight in all orientations.

(5) A non-bulk package with hermetically sealed inner packagings.

(6) Packages containing liquid infectious substances in primary receptacles not exceeding 50 mL (1.7 oz.).

(7) Class 7 radioactive material in Type A, IP-2, IP-3, Type B(U), or Type B(M) packages.

[Amdt. 172-123, 55 FR 52591, Dec. 21, 1990, as amended at 56 FR 66254, Dec. 20, 1991; 57 FR 45458, Oct. 1, 1992; 64 FR 51918, Sept. 27, 1999; 66 FR 45379, Aug. 28, 2001; 68 FR 45030, July 31, 2003; 71 FR 54395, Sept. 14, 2006; 71FR 78627, Dec. 29, 2006]



Package orientation

## MAILING LABEL

### TRADE SHOW SCHEDULE FOR 2008

**Sep 10-12** OPSEM(NACD) Operations Seminar & Trade Show  
Caribe Royale Orlando  
Orlando, FL.

**Sep 16-20** APA 60th Anniversary Convention & Trade Show  
Lake Buena Vista, FL

**Nov 5-7** DGAC Annual Conference & Hazardous Materials Transportation Exposition  
Georgia Hyatt Regency Savannah  
Savannah, GA.

**PLEASE JOIN US THERE!**



## Acquisition of N2It Container Is Great Addition To CLS Companies

C. L. Smith Company has recently acquired N2It Container Company located in Houston, Texas. N2It has been in the container distribution business since 1994 serving the heavy chemical industry in the state of Texas and surrounding region. Their primary location is in Houston, Texas with additional warehousing in Clute and Beaumont, Texas. Much like C. L. Smith Company, N2It has the ability to stock a variety of containers for quick shipment to customers. Their product line includes:

- 95 gallon poly "Overpack" drums
- 55 gallon "Salvage" drums
- Spill kits of all sizes
- Screw top poly drums
- Carbon & stainless steel drums
- Steel & plastic pails
- Fiber drums
- IBC's & FIBC's
- Safety Cans
- Secondary Containment Systems
- Safety Cabinets
- Chemical Storage Building
- Complimentary Items



N2It's catalog can be downloaded from their website at [www.n2itcontainers.com](http://www.n2itcontainers.com). C. L. Smith's HAZPlus Division will be introducing our line of hazmat packaging to the sales team at N2It. This will allow them to now offer this type of packaging to their current customer base and continue to expand their product sales in the South. Everyone at C. L. Smith is excited about this great addition to our company! 🙌

