

Dialogue



Issue 1

Spring 2006

what's inside

PAGE 2

Our World of Products

PAGE 4

Payne Security Personal ID

PAGE 5

Variable Data Tape Expertise

PAGE 6

Healthcare Test Benefits from
Vaktape Integrity

PAGE 7

Developing new coating
applications

PAGE 8

Reader Enquiry Form

Welcome to our new newsletter *Dialogue*

WELCOME to the first issue of *Dialogue*, Payne's new newsletter for customers and suppliers, aimed to let you know more about the wide variety of products we manufacture and markets we serve across the world.

We have chosen the name *Dialogue* for one simple reason – namely to keep you informed of our latest capabilities, across our tear tape, coated film and security product range, and the market focused initiatives that keep Payne a leader in these fields.

Since Payne came together as a single business in June last year, we have continued to be market-led, as our strategy looks at our market environment and responds by producing the new products demanded. We are also continuing to address our customer needs with products built from combining our



core competencies across our business sectors. Recent developments in security tear tape and labels, matt encapsulation films, UV print passport laminates, and ID cards are all testament to this work and we will continue to build upon this important process.

I hope you enjoy *Dialogue*, and look forward to keeping you informed of the latest product and market news from across the Payne business in this and forthcoming issues.

A handwritten signature in black ink that reads "Tony Edwards".

Tony Edwards
managing director

*New Morafast
Matt Film -
ideal for the
graphic and
display market.*



Our world of products

THE founding companies of Payne have many years of proven expertise in packaging, print protection, and security. This unique combination gives us the opportunity to provide new and existing customers with better technology, quality and service. By bringing these skills together we have become bigger, better and stronger.

Operating as Payne and Payne Security gives us the opportunity to raise awareness of the breadth of our products and our wide-ranging capabilities. We supply products from 12 sites to many different markets in over 100 countries worldwide.

Coated Film

Payne is Europe's leading manufacturer of high quality coated film for print protection, as well as security film for authenticating documents such as passports and national ID's. Operating from Banbury in the UK and with sales and distribution in Barcelona and Paris, Payne has developed a range of films to suit applications from exhibition graphics and instruction materials to menus and browser catalogues.

Continuous investment in production facilities has enabled us to use our specialist coating expertise for other markets, offering solutions to many manufacturers looking for a partner



with experience of handling various substrates in addition to traditional polyester films. This will become an important area for developing new market opportunities for our Coated Film business.

Tear Tape

Payne has built an excellent reputation for innovation within the packaging industry and brings to the business the experience of a worldwide leader in the manufacture of tear tape, including Supastrip®, the world's first light-weight self adhesive tear tape for consumer goods packaging. We have two fully integrated plants in Nottingham, UK and Richmond, Virginia, with an additional three converting operations in São Paulo, Bangalore and Surabaya and with sales offices in Singapore and Hamburg.

Payne tear tape provides easy-opening, brand enhancement and security solutions for markets ranging from food

and tobacco to pharmaceutical and medical supplies, while our brand protection function is dedicated to helping businesses shield their products from counterfeiting, theft and smuggling.

Personal ID



Branding & Communications tear tape on consumer goods.

The Payne Security Personal ID division with offices in Mold and Madrid offers everything your company needs, as far as personal ID cards and visitor management systems are concerned.

Our products include the next generation of ID card software, IDPro7, which enables customers to produce sophisticated ID cards in-house with ease. Also, the latest ID card printers from market leaders Magicard and Javelin, including a complete range of printer ribbons - available on-line or over the phone - that offer secure cards and excellent value for money. Moreover, a comprehensive bureau service, known as ID Direct, produces professional ID cards to customers' unique



specifications. This is ideal for customers where a reliable, outsourced service is required.

This portfolio of systems and cards is complemented by a whole range of accessories ranging from personalised lanyards and yo-yos, to visitor wallets and arm bands for the display of personal and visitor identification.

Payne & Payne Security – A new era

We have been promoting all our products under the Payne and Payne Security umbrella since June last year. Importantly our security division clearly identifies the significance that security plays across our product range and how we can make a significant contribution in the battle against counterfeit goods and forged documents, particularly as we develop our ability to integrate our printing and security technologies into more and more products.

Our challenge is to continue to add value to our customers through technology, quality and service within Payne for coated film and tear tape and Payne Security for brand protection, document authentication and personal ID.

You can learn more about our businesses by visiting the websites at...

www.payne-worldwide.com
www.payne-security.com



ID Software IDPro7 is available in three tailored packages for the education and public sector and commercial organisations.



UV printed security laminates for passports.

IDPro7 offers significant benefits to multiple markets

PAYNE Security has recently launched the latest version of its market-leading ID software, IDPro7. Building on the success of the previous versions, IDPro7 not only utilises the latest technology but uniquely, is available in three tailored packages meeting the specific needs of the education and public sector and commercial organisations.

The card software is designed to meet the demands of each market sector, ensuring complete relevance for every application. Pre-defined screens, databases and card designs, together with the option to further define the software, allows users to capture details and produce cards for a wide variety of applications. From the



capability of linking to existing business applications such as time and attendance or student MIS systems, to a stand alone package producing staff or visitor ID cards.

Based on the latest Microsoft.Net framework and compatible with a range of database technologies, IDPro7 is able to operate within the secure technical demands of all IT networks.

The feature-rich design enables cards to be produced to meet the corporate image of all organisations, while providing improved security through clear identification of all authorised card holders. Designs can be created to easily identify card holders with additional responsibilities or special requirements, such as identification of first aiders, as well as students with concessions for school meals.

Designed by Payne Security's programming team, IDPro has been continually developed since 1996 from the feedback and suggestions received from our customers.

Magocard Tempo Printer – a low cost solution in the personal ID market

THE Magocard Tempo offers a perfect solution for lower volume card users including smaller businesses, schools or clubs.



As one of Ultra Electronic's principal UK dealers for Magocard printers, which compliment its range of personal ID solutions including IDPro7, Payne Security won an award for being the top dealer in 2005.

The Magocard Tempo printer has been developed to offer smaller companies the possibility to produce high quality personal ID cards at lower cost. This solution is the perfect option when printing PVC cards in low volume, simultaneously allowing the customers to include special ID requirements thus improving the security within a company by easily identifying the card holders.

Now, higher security standards have been reached by incorporating innovative HoloKote™ anti-counterfeiting technology that automatically prints an anti-card-copying watermark across the printed card surface. This security device is exclusive to Magocard printers, making the product one of the only high technology solutions offering this level of security.

The Magocard Tempo printer also demonstrates its versatility by allowing for easy double-sided card printing, requiring a simple flip-over of the card, a quick and convenient operation done by hand. The printer is supplied with both a 250 print colour dye film ribbon and a 500 print black dye ribbon, with the option of a magnetic stripe-encoding version, providing a quality design made simple.

Russia tops the table

RUSSIA was our top performing market for **Branding & Communications** promotional tear tapes in **2005**, in the world's third largest consumer market of tobacco products (ca. **290 billion sticks**).



Nevo Tabak use Branding & Communications tear tape for their Arktika brand of cigarettes.

Tobacco advertising is still allowed in magazines and on billboards, and the tobacco companies are the largest outdoor advertisers in Russia, accounting for 25 per cent of the Moscow billboard market.

Competition between the multi-nationals is fierce and this is demonstrated by their regular use of printed tapes to support their large-scale promotional activities.

In 2005 we saw a fast growing trend in the use of more sophisticated tapes featuring photographic images to illustrate the fantastic prizes on offer. And three of the largest campaigns of the year included prestige cars as prizes and accounted for production in excess of 16 billion sticks.

Variable Data tape expertise give Wrigley's a winning promotion

A GROUNDBREAKING interactive promotion from leading chewing gum brand manufacturer Wrigley's – the first of its kind in the world to incorporate a unique numbering system – has benefited from our innovative variable data tape, which combines the easy opening benefits of tear tape with the printing of random codes for instant win prizes.



The Wrigley's Closer to Music promotion that ended in December 2005, was available with promotional packs of Wrigley's Extra, and offered more than 100,000 prizes, including 10,000 iPod or iPod shuffles. To find if they had won, consumers had to check the unique alpha-numerical code printed on the reverse of the tear tape and enter the details onto the promotion's website (www.closertomusic.com).

The use of the variable data tape follows its successful application on Wrigley's Chew and Win promotion in 2004. Tear tape is seen as the ideal delivery system for the code because the reveal occurs as a natural consequence of opening the pack, rather than the consumer having to tear open the entire wrapper or remove the product in order to find the code.

The complexity of the promotion, requiring over 300 million unique and randomly dispersed numbers, highlights our state-of-the-art manufacturing capability. Printing technology is used to add the code – either six-digit (for iPod and iPod shuffle winners) or 10-digit (with the text "Are you an Extra music winner?") – whilst the top-side is overprinted with "Are you a winner" in wallpaper design format.

Wrigley's Closer to Music Variable Data promotion.



Healthcare test benefits from Vaktape integrity

VAKTAPE, our tear tape solution for hermetically sealed packs, has ensured the efficiency of an innovative new medical testing system.

Axis-Shield PoC is a leading Norwegian manufacturer of point of care healthcare technology, specialising in in-vitro diagnostic products. Its new Afinion™ Analyzer System offers laboratory-quality results within minutes from a finger-prick blood sample.

The test is conducted within the

analyser unit using specially designed, single-use cartridges containing all necessary reagents. To preserve the integrity and hygiene of the cartridges, each is individually flow-wrapped in a special printed aluminium foil.

Axis-Shield desired a safe, efficient opening mechanism to allow physicians ease of access to the cartridge. Vaktape was seen as the ideal solution, as it is especially designed for hermetically-sealed packs that are otherwise extremely difficult to open.

It is applied to the packaging film during the wrapping process, ensuring a low-cost, in-line application that maintains pack integrity.

Axis-Shield is using 3mm red Vaktape, supplied on 10km reels for reduced downtime caused by changeovers. The company has invested in a packaging line already equipped with a Vaktape applicator, capable of wrapping up to 25 packs per minute.



Vaktape, our tear tape solution for hermetically sealed packs.

VCP recognises added value of Rippatape

BRAZILIAN company VCP has become the country's first paper manufacturer to utilise the easy opening benefits of Rippatape for its reams of COPIMAX paper.

VCP (Votorantim Celulose e Papel) is part of Votorantim, one of Brazil's largest industrial groups. It uses state of the art technology to produce a wide range of papers to meet the demands of both the domestic and global market, including cut size paper for office and home use.

Payne São Paulo, recognised that Rippatape would be extremely

beneficial for opening the ream's film packaging. Key benefits for VCP's customers are the elimination of the need for blades to open cases, reducing the damage to goods, and quick access to the paper.

VCP benefits from an integrated application process that applies the tear tape during manufacture, thus maintaining the overall speed of packaging. Payne São Paulo installed applying machinery at the company's paper mill.

"Payne approached us with the concept of Rippatape and we were quick to see the benefits," explains Tetsunosuke Ogata, processing engineer at VCP. "The tear tape provides easy opening of

our reams and thus adds value to the product."



Easy opening for paper reams.

Developing new coating applications

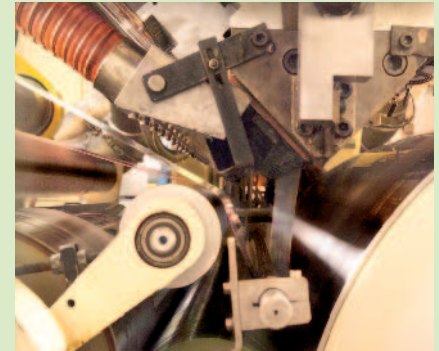
FROM our state-of-the-art extrusion coating facility in Banbury, UK, we have established ourselves as a leading ISO9000:2000 and ISO14001 registered specialist supplier to the European print finishing trade, offering a comprehensive range of high quality film for print presentation and document protection. It is this impressive industry reputation, as well as significant investments, that mean we are now perfectly poised to develop innovative new products for other niche industries.

Continuing investment has not only been driven by market demand, but also by the vision to use our coating and

converting expertise in combination with other flexible materials, including film, non-woven materials, foil and plastics. Our £multi-million extrusion coating line is capable of laying down a vast range of adhesive thicknesses in a single pass. The versatility of the line enables us to create partnerships with manufacturer's wishing to add value to their products through coating.

We believe there are several key markets where it offers real value to manufacturers looking for a coating partner: flexible packaging, liquid packaging, paper and niche commercial applications. By working closely with potential customers we have been able

to demonstrate real engineering solutions using the business's extrusion coating capability.



Extrusion coating.

Further investment sees delivery of a new slitter rewinder to service the print finishing industry

WE have extended our slitting capability at our Banbury manufacturing site with the delivery of a new Titan SR8 cantilever slitter rewinder from the Bobst Group. The 1650mm wide slitting machine runs at speeds of up to 600m/minute and with

short set-up times, enables the company to offer improved lead times.

The versatile, high performance Titan SR8 will process the full range of coated film and security products on both 2" and 3" cores, in addition to self-adhesive films, label stock and other plain films.

Time-saving features such as automatic knife setting and semi-automated slit reel unloading will help to achieve reduced lead times. In addition to this, utilisation of the latest digital drives provide superior tension control, ensuring that there is no compromise on wind quality, while a unique thread path roll change system will enable quick and

easy changeover of roller types for added flexibility.



The Titan SR8 Slitter.

Reader enquiry fax back form

If you would like to learn more about our products please tick the relevant boxes and fax back to us on: 0115 975 9001 and one of our sales team will contact you shortly.

Payne information:

- Coated Film: Contract Coating Trade Print Finishing Graphics Office
- Tear Tape: Easy Opening Branding & Communications Brand Protection

Payne Security information:

- Brand Protection Document Authentication Personal ID

Please fill in your details

Name:

Job Title:

Organisation:

Address:

.....

.....

.....

Postcode: Telephone No:

Email:

More information about our products can be found on our websites:

www.payne-worldwide.com www.payne-security.com