

O.BERK Marks 10th Anniversary of Sourcebook; Seeks to Distribute Electronically in Future

Ten years ago this month, O.BERK Company issued the first edition of its innovative and comprehensive *Container Sourcebook*, which provided information on the Company's products, services and packaging. It was presented following many months of work by Norbert Gaelen, now Chairman of O.BERK Company.

Approximately eight years ago, the Company developed its first one-page website, www.OBERK.com, which was followed four years later by online Over-The-Counter Sales via www.BottleStore.com for those customers who needed one or two cases of stock merchandise.

O.BERK is now embarking on the next steps to tie all of these together in our future improved website and catalog. This updating is scheduled to take place during the first quarter of 2006 and will include some of the following features:

- Drop-down bars to make it easier to find product and packaging information.

- Complete catalog (*The Container Sourcebook*) on the internet with E-Z Find feature to locate any product by:

- Type: bottle, jar, jug, etc.
- Volume in either U.S. or metric measurements.
- Material: types of glass, plastics, metals.
- Neck size.
- Shape: round, square, etc.

- Products in *The Container Sourcebook* include those that are in stock, available at our vendors' locations and available molds when higher quantities may be required.

- Data to be updated annually on the website.

Currently, our Products-by-Market brochures are on our website. They will be updated by the end of the fourth quarter of 2005. The E-Z Find feature allows customers to locate any product (most are carried in stock or readily available from our vendors with low minimums) in these brochures by the above criteria, as well as by industry. Also, key buttons directly to our major packaging groups will be available as well as our new/featured and surplus products.

Our packaging information will be reviewed and updated with the latest data. Of course, we will continue to list our trade show schedule, warehouse locations and company services and, in addition, will continue to post the latest editions of *Supply Lines* on our website.

To solidify our electronic plans, we need your help! Please complete the survey that appears on page 6 of this issue and send it to: O.BERK Company, 3 Milltown Court, Union, NJ 07083, Fax: 908.851.9367. We now have the ability to send *Supply Lines* to you electronically, as well as presenting all of our new and featured products before they are publicized in the trade press. We need your permission for this. We are also considering publishing our catalog on CD-ROM as well as on the internet.

We appreciate your time and effort in answering our questions and assisting us with this program.

Thank you.

ê-Shave Selects CPG as Primary Supplier

A major product line from Shave Inc., ê-SHAVE™ has chosen the Cosmetic Packaging Group, a division of O.BERK Company, as the primary packaging supplier for its new collection of Mini Shave Creams and After-Shave Creams in a variety of natural scents.



The eight creams are contained in 1/8-ounce clear polystyrene thick-wall jars topped with shiny black smooth-sided polypropylene caps with F-217 liners. The products are identified by colorful labels from Label Makers (Holtville, N.Y.) and are housed in a transparent package.

The gift amenity collection is targeted for the spa and hotel markets. ê-SHAVE products have appeared on television in "The Queer Eye for the Straight Guy," "Oprah," "Jay Leno" and in the hit series "The Sopranos."

The Cosmetic Packaging Group is a total packaging resource for the cosmetic/personal care market with expertise as a full-service supplier of glass, plastic and metal containers and closure systems.

KATRINA RELIEF



O.BERK Company, O.BERK Company of New England and KOLS Containers, along with their employees, have embarked on a program of donating to the Hurricane Katrina Relief Fund.

Dana Kudrick, the daughter of Karen Kudrick, an employee of O.BERK in Union, N.J., along with her friend Erin Haug, recently sold lemonade and raised \$50, which was added to the O.BERK Company donation.

FROM THE PRESIDENT'S CHAIR



Those of you who have been receiving *Supply Lines* since its inception 25 years ago will note that in this issue, for the first time, we are seeking your input via a survey to determine a possible future course of action for our Company.

In the article on page 1, our editors have discussed O.BERK's innovative and comprehensive *Container Sourcebook*, which has become an integral part of our overall marketing strategy. However, in this era of increasingly

important digital communication, we decided to improve the way in which we can convey information about our products to you by updating and expanding our website and catalog. To do this in a way that can provide you with the outstanding service for which O.BERK has been known for more than nine decades, we need your help.

We would appreciate it if you would take just a few minutes to complete the survey on page 6 and return it to us with your comments. You may be sure that all of your opinions, statements

and answers will be carefully considered as we move on to our new and improved information program.

This is one more step as we continue to expand our participation in the mainstream of our industry. Our primary goal is to serve you — our customers. We want, however, to be more than just a wholesaler/distributor; we want to be “your packaging consultant.” Our staff is available and ready to provide you with guidance through every phase of the packaging process. We not only can provide you with bottles or containers, but we can offer you a complete list of secondary suppliers who can help you fill your needs with regard to labels, contract fillers, cartons, etc.

Since O.BERK was founded almost a century ago, we have committed ourselves to being responsible to our customers. If there has been one overriding goal for us, it has been to have customers think of O.BERK whenever they think of packaging. Repeat business and customer referrals are the ultimate acknowledgement that you can give us for doing our job the way it should be done.

O.BERK is available to provide guidance for every aspect of the packaging process — from conception and selection of a container and closure through its decoration and delivery.

All of us at O.BERK are committed to providing you with the utmost in service and value. We will continue to do this because it is the only way in which we can solidify our role as the premier provider of containers and closures for a constantly expanding range of customer requirements.

Transfer Pad Printing

Editor's Note: The following is the first in a series of articles on “nuances” in packaging by David Gotler, Director of Technical Services at O.BERK Company. These will appear periodically in future editions of Supply Lines.

Take a close look at any golf ball that has been imprinted with a name or logo on its surface. This is an ideal example of an indirect gravure printing process that is commonly known as pad printing.

Look at the print on a CD, a disposable syringe or a beverage cap, or walk into any Bath and Body Works store and note the newest line of custom tottle bottles in their “Breathe” line and you will be looking at pad printing — an example of technology at its best.

Originally used by the Swiss watch-making industry to decorate watch dials, pad printing has grown to include being employed on 90 percent of a car's dashboard. Three-dimensional knobs, cruise control and wiper buttons are pad printed on various materials. In the late 1960s, hand-operated pad printing machines were replaced by automated units for industrial use. The subsequent invention

of special silicone pads made it possible for pad printing to compete with screen print, offset and other multiple-color applications for three-dimensional subjects.

The silicone pad is the most important element of the pad printing process. The size and shape of the pad are directly related to the geometry of the part to be decorated. Composed of silicone rubber, silicone oil and fillers, the pad dictates the quality and clarity of the print. Pad printing is most often a saving grace when sink marks, gate marks and other surface irregularities on a part would not be acceptable when printed by silk-screen methods. No other decorating process can be applied over such a wide variety of surfaces, including those that are recessed, curved, angled, round or flat. In addition, pad printing can be applied wet on wet without curing between passes.

If your current vendor is struggling with an application because of parts curvature, design or print tolerance, a closer look at pad printing would be an excellent option. Indexing systems, flame or corona treatment or automatic feeding systems, as well as visual inspection systems, are all available in line curing processes.

O.BERK Company has extensive knowledge and expertise in this process. Do not hesitate to contact your sales representative if you need our help to solve this packaging nuance.

In the second quarter of this year, O.BERK's Cosmetic Packaging Group sourced and started production on a polypropylene tottle bottle, pad printed in two colors over three passes, decorated by Unique Decorating and Assembly Company in Downers Grove, Illinois.

NEW EMPLOYEES

The following have joined O.BERK Company and its affiliated companies during the past few months:

Rochelle Samuel, Sales Service Department/Mineola.

Marcy Magnuson, Package Engineer, Cosmetic Packaging Group.

Financial Group Handles Budgeting/Accounting, Credit, Invoicing and Accounts Payable

The principal activity of the O.BERK Company Financial Group is to monitor, report and make recommendations regarding the profit-making activities of the Company.

The Group's primary mission is to insure the protection of Company assets through accounting systems that report collection efforts as well as sales revenue and operating costs in a controlled systematic way allowing ownership to assess the success of Company endeavors.

The key areas that have been established to achieve this include:

- Financial Budgeting, Reporting and Analysis
- Credit Granting and Collection
- Sales Invoicing
- Accounts Payable

The department is headed by Roy S. Allan, CPA, Vice President – Finance. Allan joined O.BERK in September 1985 as Controller, following 15 years in the manufacturing sector with major public companies. In 1996, he was named to his present position.

Under his guidance over the years, the Group has matured professionally, today consisting of individuals representing the highest standards in accounting disciplines. In addition to finance, Allan has responsibility for the Human Resources and Office Services Departments.

He commented: "I am extremely proud of all members of our group and their dedication to O.BERK's success."

The financial reporting and analysis arm of the group is comprised of Elizabeth Durante, Controller, and Janice Gallagher, Staff Accountant. Ms. Durante is responsible for O.BERK Company financial reporting and analysis. Ms. Gallagher recently has been given stewardship over two of O.BERK's sister companies — KOLS Containers and O.BERK Company of New England.

Ms. Durante joined O.BERK in June 1988. She is a graduate of Glassboro State College (now Rowan University) with a B.S. in Business Administration and a specialization in Accounting. Her prior experience includes traveling worldwide as an internal auditor for United States Lines and Staff Accountant for International Technology.

She was originally hired as a Staff Accountant for O.BERK and related companies, with responsibilities for preparing financial statements, general ledger analysis and all Human Resource functions. Due to a major acquisition, her responsibilities divided and she was



Pictured above are the members of the O.BERK Company Financial Group. Standing, left to right, they include: Emily Reese, Janice Gallagher, Roy Allan, Arleen Remite, Betty Jane Steitz and Debbie Balmann. Seated, left to right: Elizabeth Durante, Kristine Gilbert and Lisett Vega.

promoted to Accounting Manager for KOLS and later O.BERK of New England. In May 2005 she was promoted to Controller, with responsibility for financial reporting, analyzing general ledger activity, year-end audit review and supporting Ms. Gallagher in her new role.

Ms. Durante commented: "Working for O.BERK has been both challenging and rewarding. It has allowed me to develop strong analytical skills. The employees at all locations are dedicated, cooperative and wonderful to work with."

Ms. Gallagher started with O.BERK as an Accounts Payable Administrator in April 1991, handling all the payables for KOLS and assisting with O.BERK Company. After several acquisitions were made, she took on additional tasks. While at O.BERK, she has received an Associate's Degree in Accounting from Middlesex County College, graduating with Highest Honors. She was promoted to Staff Accountant in May, taking on a new and challenging role for KOLS and O.BERK of New England as their primary accounting representative.

She said: "Working for O.BERK over the past 14 years has been one of the most rewarding experiences of my life. I have been able to further my education and utilize my skills with a company that sincerely appreciates hard work and dedication." She added: "I work with a group of very dedicated and competent people in the Finance Department, and I feel that O.BERK Company is second to none."

The Group's Credit and Collection Area is headed by Kristine Gilbert, Credit Manager, and Emily Reese, Assistant Credit Manager. The sophistication of today's credit granting and collection environment requires skills that combine knowledge of financing, accounting, volatility of markets in which we sell and

continuous assessment of customer credit-worthiness and activities.

Ms. Gilbert joined O.BERK as the Assistant Credit Manager in March 1999. Less than a year later, she was promoted to Credit Manager, bringing more than ten years of credit and collection management experience with her. In 2001, she received the Company's "Individual of the Year" Award. She is a member of the National Association of Credit Managers and is in the process of completing her B.S. in Business Management through Thomas Edison State College.

Kristine is responsible for all aspects of credit and accounts receivable for O.BERK Company and O.BERK Company of New England, while overseeing credit and collections for KOLS Containers. She works closely with customers and the O.BERK Sales Department in order to establish open lines of credit for new customers in addition to monitoring existing customer payments and resolving disputes.

Ms. Gilbert commented: "I enjoy the daily challenges my position brings. Developing an open line of communication with our customers enables me to foster a sense of partnership necessary for a successful financial relationship."

Ms. Reese came to O. BERK as the Assistant Credit Manager in July 2004, bringing with her 20 years of experience in credit, collections and accounts receivable in the distribution and manufacturing fields. She currently assists with credit and collection for O.BERK and O.BERK of New England.

"I feel at home at O.BERK and look forward to a long and successful career," she stated.

The Billing Department is directed by Betty Jane Steitz, who has responsibility for customer invoicing. Working with her is Debra Balmann, whose primary

function is freight invoicing to customers and inputting customer contract pricing. This function is critical to O.BERK's cash flow health and customer satisfaction.

Ms. Steitz began with O.BERK in 1991, coming from Laminair, where she had more than five years' worth of expertise in sales and purchasing. At first, she coordinated the billing process for O.BERK, O.BERK of New England and KOLS as a member of the MIS Department. In 2003, she was promoted to Billing Supervisor, overseeing the billing process for both General Line and the Cosmetic Division, specializing in direct shipments and special-order kit billing, in addition to training and directing the departmental staff.

She noted: "In the past 14 years, O.BERK has given me the opportunity to work with other departments within the Company to improve billing processes in order to better meet the changing needs of our customers. Growing as part of a team, we are constantly striving to keep up with the latest technology, which can be both challenging and fulfilling at the same time," she added.

Ms. Balmann started with the Company in 1976 in what was then Data Processing. She attended Berkeley College, studying Computer Management, and joined the Financial Group in 1996. She has sup-

ported the billing effort ever since, and also performs multiple roles assisting office services.

The final element of the Group is the Accounts Payable Department, which is staffed by Arleen Remite and Lissett Vega. Their responsibility is to insure that prior to committing monies to pay for materials or services, all documentation is in order and O.BERK has received what it was supposed to in good condition and at the agreed-upon price.

Ms. Remite joined O.BERK in 1972 from Wiss Scissor Company. At the time, she reported directly to Norbert Gaelen, President, and Danny Klein, Vice President. She served the Company at locations in Irvington, Linden and Union, increasing her knowledge of the industry as well as her skill set. She later moved into Accounts Payable and was promoted to Administrator in 1985.

In 1998, she was given a special appreciation award by Norbert Gaelen for her high standards of work and dedication to O.BERK.

Following the philosophy maintained by Mr. Gaelen for Accounts Payable — "Treat the Company bills as though you were paying your own personal bills" — she noted: "I have gained a lifetime of experience at O.BERK and appreciate the ability to continue to grow with the organization over the past 33 years."

Ms. Vega joined the Company in 2000 as an Administrative Assistant. In 2002 she was promoted to Accounting Assistant and was named "Individual of the Year" in April of that year. This past May she was promoted to Accounts Payable Administrator for O.BERK of New England and KOLS. Fluent in both Spanish and English, she has aided the Company in communicating with its international customers.

She said: "Working for O.BERK has given me the opportunity to continue my education and enhance my career. As a result, I now understand how large a role accounting plays in the business world."

The Financial Group has evolved into a cohesive problem-solving entity that supports all areas of the Company. It is staffed by professionals who take pride in O.BERK and exhibit that pride in the caliber of work and effort produced.

According to Roy Allan, "It is a constant challenge to keep pace in anticipating the ever-changing economic conditions and to help insure that the Company is insulated from the adverse aspects of these conditions.

"Our belief is that constant vigilance by the Group will help provide O.BERK with the continuing momentum to reach its goals for its 100th anniversary in 2010."

Roy Allan can be reached via e-mail at roya@oberk.com.



EastPack: Shown above is the O.BERK Company booth at EastPack, the largest packaging show on the East Coast. The annual event was held at the Javits Center in New York City from June 15 to 17, and was attended by more than 10,000 individuals. O.BERK Company has exhibited at EastPack for more than 16 years.

Legislative/Regulatory News

The Food and Drug Administration (FDA) has published a final guidance document detailing a labeling statement on sun protection for cosmetics containing alpha hydroxyl acids. "Guidance for Industry: Labeling for Topically Applied Cosmetic Products Containing AHAs" is not a mandatory regulation that requires labeling for cosmetics. Rather, the FDA states that the guidance reflects the agency's current thinking on cosmetics.

◆ Congress has passed a law that requires food manufacturers to keep detailed records about (1) the type and source of foods that the company receives and (2) sales and customers. The new rules are designed to protect the U.S. food supply from bioterrorism.

O.BERK OFFERS:

To view these, as well as many of our other glass, plastic and metal containers and closure systems, visit our informative website at www.OBERK.com and click on E-Z Product Showcase. Contact your sales representative for samples.



The Healthcare Packaging Group, a division of O.BERK Company and KOLS Containers, is featuring a complete line of PET narrow-mouth bottles for the pharmaceutical, nutraceutical and medical markets. These bottles include PET Modern Rounds (4- through 16-ounce), PET Boston Rounds (2- through 16-ounce) and PET Cylinder Rounds (1- through 32-ounce). They are suitable for liquid pharmaceuticals and over-the-counter healthcare products. A variety of closure options include child-resistant and continuous threaded closures with a variety of liner materials.



In addition to its complete line of rigid bottles, jars and closures for the cosmetic/personal care market, the Cosmetic Packaging Group, a division of O.BERK Company, is introducing polyethylene plastic tubes. These are readily available in a wide range of diameters and lengths, with various orifices. Matching dispensing caps are available in snip-top, flip-top, disc-top, stand-up and child-resistant versions. These tubes are ideal for topical skincare, haircare, personal care, spa and medicinal/healthcare products.



O.BERK Company is re-introducing the popular 40-ounce size in its proprietary line of amber glass pour-outs. It is available in a 28-430 finish, packed 12 to a carton and is one of seven sizes in the line with the same finish. O.BERK's matching cap and PolySeal's patented inner liner provide a secure, guaranteed seal. In addition, these caps are available in black and white or a range of customized colors, as well as with silk screening of corporate logos. The pour-out line has become an international standard for testing and laboratory usage in the world's finest cosmetic, fragrance, essential oil and personal care product companies.

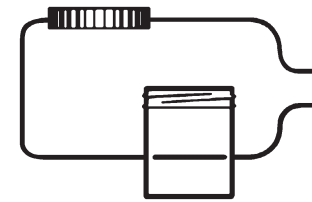


O.BERK Company is proud to present its unique flip-top jar covers in 70/400 and 89/400 which can be used for low-profile PET jars. These bi-injected polypropylene single-piece jar covers, employing a crab-claw sealing system, are custom produced in a rainbow of custom colors to match the user's product or label in order to further complement the brand's image. Products may be differentiated by use of various colors of flip-top jar covers. They are ideal for creams, lotions and solid products in the cosmetic/personal care, healthcare and food markets. PVC jar discs may still be used to hold the product during shipping and can be removed by the consumer. The product may then be applied directly from the jar without removal of the closure, thus avoiding its misplacement. There are minimum order requirements for colors.



The Cosmetic Packaging Group has added a colorful line extension to its natural 24-410 mini-trigger sprayers. These sprayers are available to be manufactured in custom colors, or may be purchased from stock in natural. They have 360-degree rotating heads, along with locking clips to allow for non-spillage during shipping. Polypropylene sprayers are ideal to enhance shelf presence for cosmetics/personal care, household and healthcare markets. They maintain increased flow and output spray volume and provide easy and comfortable dispensing. The mini-trigger sprayer is offered in small quantities and can be color matched to the Cosmetic Packaging Group's lines of glass and plastic bottles.

SUPPLY LINES



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 YES NO
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Please send all responses by fax (908.851.9367) or mail to the Marketing Department, O.BERK Company, 3 Milltown Court, Union, NJ 07083, by November 25, 2005. Thank you.

We respect your privacy. The information in this survey is for O.BERK's exclusive use and will NOT be forwarded to any third party.