

# Board Converting News

An N.V. Publication

“Celebrating 32 Years”

TM

The ONLY Weekly Publication Serving the U.S. and Canadian Corrugated and Folding Carton Industries

## PCA To Acquire Columbus Container

Packaging Corporation of America (PCA) last week announced that it has entered into a definitive agreement to acquire substantially all of the assets of Columbus Container, Inc., an independent corrugated products producer, in a cash-free, debt-free transaction for a cash purchase price of \$100 million. Under the terms of the agreement, PCA will acquire a full-line corrugated products facility located in Columbus, Indiana, five warehousing facilities and other related operations located in Indiana and Illinois.

(Cont'd on Page 5)

## Dusobox Leverages New Factory, New Equipment

by Daniel Brunton

Well-known throughout the U.S. and further afield, Dusobox is a name that represents the best in printed corrugated packaging and displays. The company, which is now successfully running with the third generation at the helm, has been a “beacon of light” in the production of high quality corrugated packaging solutions for many years. Now things are set to go up another gear, following the installa-



John Kelley, CEO, left, and Richard Kelley, VP of Sales at Dusobox in Orlando, FL.

tion of a new Göpfert Evolution rotary diecutter, a Bobst Expertfold specialty gluer and an HP Scitex 15500 digital press at a new plant in Orlando, Florida.

“The Florida Corporation was incorporated in 1955 by John L. Dusseault, our grandfather,” explains John Kelley, CEO. “Originally located outside of Tampa in Oldsmar Florida, he moved the business to Orlando in 1967, just prior to Disney coming to town.”

Richard Kelley, VP Sales, continues, “Our father, Dick Kelley, came into the business in the early 1960s and in 1973 he moved us, as a fami-

(Cont'd on Page 30)

## Inside

WestRock To Invest \$48M In IA Box Operations .....5

Buckeye Boxes Celebrates 50 Years, Hosts Open House .....10

Amtech Software Unveils iNext At 2016 Conference In Las Vegas .....16

Supplier Profile: Stafford Corrugated Products Shares Secret To Success .....22

Apex International Invests In North American Expansion .....26

Keith Umlauf: AICC Associates Are Ready For SuperCorrExpo .....40

Is Your Business Overdue For A Valuation .....47

SuperCorrExpo Exhibitor Listings .....60

Tax Planning Tip #1: Maximize The Section 179 Deduction .....110

Defense Of Trade Secrets Act Can Protect Confidentiality .....114

# Keith Umlauf: AICC Associates Are Ready For SuperCorrExpo

by Jim Curley

Can this week's SuperCorrExpo really be the fifth installment of the quadrennial exhibition for the corrugated industry? Where does time go? For industry veterans such as Associates' Chairman Keith Umlauf, it seems like just yesterday that people like Steve Young and Dick Kelley were in Paris talking about a global machine and software show right here in North America.



Keith Umlauf

This week, Umlauf and other supplier representatives will welcome converters from around the world to the Orlando Convention Center and SuperCorrExpo 2016. Recently I talked with Keith about the industry he has served for more than a quarter-century and the show this week. Here's what he had to say:

**BCN:** Keith, please tell our readers a little about your background and about your business career, leading up to your current position as Vice President of Sales at Haire Inc.

**Umlauf:** In college, I majored in criminal justice with a business minor and envisioned a job with government after graduation. But with a degree in hand and hoping to marry

soon, I needed to begin a career quickly. So when I saw an ad in the local paper by a company looking for a purchasing manager in the corrugated industry, I applied – even though I had no idea what the corrugated industry was. That was 1989, and the company was Haire Machine Corporation.

Haire hired me to purchase machinery for refurbishing and resale and to assist salesmen in a sales/service role. Two years later, I transitioned into sales and in 2001 was appointed to Vice President of Sales.

Last month, I assumed the role of Executive Vice President of Sales. In this new position, there will be even greater focus on overall sales, and management leadership.

The Haire Group is truly a very special and unique company that values its employees and works to create a family atmosphere. You know you are part of something special when more than half of the employees have been a part of the company for over 20 years.

**BCN:** You've been on the Board of AICC's Associate Members for several years, leading up to your election as Chairman of the Associates at last year's Annual Membership Meeting. What has this year been like and how has it broadened your appreciation for the role Associates play in AICC and the role of the AICC in the industry?

**Umlauf:** Jim, even though I have been a member of AICC for over 25 years, being on the AICC board these past four years and especially as Associates' Chair has really been an

(Cont'd on Page 40)



Visit our stand n° 2515

## WHY NEW BRICQ SPEED IS SOOOOOOOO GOOD?

- ✓ Improved design
- ✓ Stronger corrugator belt
- ✓ More open, more light!
- ✓ Reduced operating costs
- ✓ Less electricity needed
- ✓ Less steam pressure required

That's why. Place your order today.



BRICQ USA, Inc.  
Douglas W. Wagner (US Sales Manager)  
104 S. Kemp Street  
PO Box 288 - Lyon Station, PA 19536  
Phone: (+1) 724 289 8892  
Fax: (+1) 724 26 8988  
info@bricq.fr  
www.bricq.fr



www.go2stafford.com  
phone: 1-800-282-5787



www.eos-corrugated.com