

Bertrand



WHATEVER THE END MARKET... WE'VE GOT IDEAS.

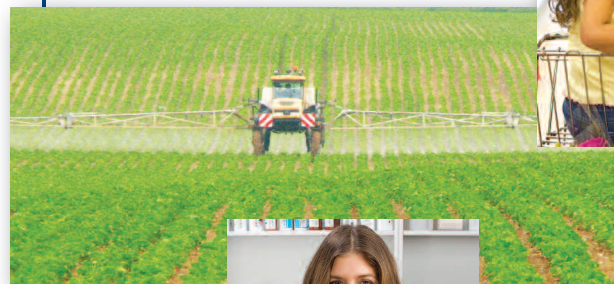
Whether your product is industrial or consumer based, we're confident that we can find a label construction that works for you.

Creativity and R&D are the lifeblood of JH Bertrand so we allocate a certain percentage of our monthly press time to simply exploring new ideas.

We routinely ask "what if" and then try it on the press. The point is that we love challenges.

Unless we are doing a test-run on press, our R&D is usually free which offers great value to you.

We offer free hand cut mock-ups, samples, drawings and written ideas to help you find the right solution and to easily convey it to your colleagues. Give us a chance to work on your next project. You won't be disappointed with the enthusiastic response or the creative solution we develop for you.



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Take a closer look at what a focused company can do for you.



OUR FAMILY OF BOOKLET LABEL PRODUCTS INCLUDE:

- Stitched and Glue Bound Booklet Labels
- Extended Content Labels
- Foldout Labels
- Booklet Labels for Tight Curves
- Encapsulated Booklets on Rolls
- Two and Three Ply Labels
- Wrap Around Labels
- Paper, Elastic and Plastic Neck Hangers
- Coupon Constructions
- Booklets with Adhesive Strips and Patterned Resealable Adhesives



For more information or a FREE BIG KIT Idea Starter contact us at 716.631.9201 or visit us online at www.jhbertrand.com



Booklet Labels Since 1981

JHBERTRAND INC

JHB Solutions



Since the inception of our business, we have successfully completed over 50,000 booklet label projects. With this kind of history, we'll be able to understand your product much quicker than those who are not focused in the field...particularly when the project isn't well defined.



**QUICKER UNDERSTANDING...
QUICKER EXECUTION.**

Many projects come to us in the initial stages where our customers are asking us to guide them. Our experience allows us to quickly sift through your vision to find the right label construction. This saves you time because you don't have to worry whether your supplier has to do a lot of R&D to understand your application. We often get compliments from our customers on what a pleasure it is to work with a supplier that "gets them." Once the project is defined and quoted, we ship the finished product fast, 11 to 15 working days on average from approved proofs. We make the process very easy by providing templates so your art people can simply fill them out.

We will design a detailed template so art preparation is easy. All you have to do is stay inside the dotted lines!

**LARGE VARIETY OF CONSTRUCTIONS...
MEANS SOLUTIONS THAT WORK.**

With literally hundreds of variations and several different printing technologies, it's unlikely that we won't have a solution for your booklet label project. Our family of booklet label products includes these broad categories: stitched and glue bound booklet labels, foldout labels, two and three ply labels, wrap around labels, booklet labels for tight curves, paper, elastic and plastic neck hangers, coupon constructions, booklets with adhesive strips and patterned re-sealable adhesives, just to name a few. The very slight variations in our products are often the difference in whether a project is a go or not. That is why we spend a considerable amount of R&D time testing new concepts and reading industry patents. In fact, the expired patents can lead to fresh insights providing a "retro" solution to a current label problem. It's part of finding the right solution for our customers.



**MANUFACTURING KNOW-HOW...
NO CAPACITY RESTRAINTS.**

At JH Bertrand, we use a variety of manufacturing methods including offset and marry, plowfold, re-registration of webs, pattern glue, zone coating, off press-on press combination processes and multi-pass technologies, to name a few. JH Bertrand uses both internal and partner plants for its manufacturing processes which include a fleet of 19 inserter, 4 plow folders and 4 encapsulation presses supported by an army of specialty equipment such as randomized variable printing heads and slitter-rewinders with computer inspection. We review each project to determine whether it should be manufactured internally or by a partner plant. Our check list is based on pricing, capacity, location, lead time, complexity, and patents. Having a blended manufacturing capacity allows us to offer better solutions with quicker lead times and no capacity constraints. All our equipment operators are specialists in spot "retro-fitting" the presses with temporary fixes such as duct tape, pennies and all kinds of other "non-standard parts" to keep the jobs running. This kind of creativity and out-of-the-box thinking is how we are able to handle the volume of unique projects that we see.

