

[home](#)[markets](#)[products](#)[services](#)[company](#)[contact us](#)[company ▶](#)

- [History](#)
- [News/Events](#)
- [Sustainability](#)
- [Quality Systems](#)
- [Newsletter](#)
- [Case Studies](#)

news and events



Advanced Web will be participating in several trade shows in the near future. A select list of the shows we are planning to attend can be found below in the events calendar. For additional information regarding any of the trade shows below, please visit the organization's Web site. Please note that Advanced Web is not responsible for the content on these sites. We look forward to seeing you at the shows!

news

October 2011

Advanced Web Technologies, LLC acquires US Converting, Inc.

Advanced Web Technologies, LLC, based in Minneapolis, MN announced today it has acquired the assets of US Converting, Inc. of South Elgin, IL.

Advanced Web is a pressure sensitive label and flexible packaging converter that serves the Medical Device, OEM, Prime and Specialty Product Markets. Through mergers and acquisitions, Advanced Web has been doing business since 1976.

US Converting, Inc. is a wide web flexible packaging converter that was established in 1985. As a superior quality printer and laminator, US Converting provides innovative solutions for customers in the consumer packaged goods industry.

"With the proven track record and expertise US Converting has in flexible packaging, we believe this merger will add tremendous value to our stakeholders. Our valued customers in both companies will directly benefit from the combined companies capabilities and expertise. US Converting will continue to operate at their current facility in South Elgin, IL. We look forward to working with the flexible packaging experts at US Converting to continue to expand both customer bases in the years to come." says Kip Colwell, CEO of Advanced Web.

General Manager of US Converting, Mike Gallagher states, "We are very excited about joining Advanced Web. The business philosophies between the two companies are very similar and we anticipate great things to come from this new venture. I believe our employees, customers and suppliers will all benefit with this exciting news. By positioning US Converting with Advanced Web, we will be able to expand our customer base and provide our clients with expanded capabilities from both companies that are second to none."

Advanced Web is known for delivering total applied cost solutions to customers with [labeling](#) and [flexible packaging](#) products. This is accomplished by using a variety of proven techniques and innovative methods. Advanced Web provides the creativity necessary to streamline and add flexibility to any labeling system. We produce products that stand up against the toughest conditions and the company's proven knowledge and experience promotes and protects brands.

Advanced Web was named "companies to watch" by Label and Narrow Web magazine in October, 2010.

October 2010

Advanced Web appears in Label & Narrow Web's "Companies to Watch".

Full article: [Label and Narrow Web](#)

In 2005, two label printing companies based in Minneapolis, MN, USA, merged to form a new company, Advanced Web. The new entity was able to condense four plants down to one, and now occupies an 80,000 square foot plant in the city. The company today enjoys post-recession growth in the double digits, and sees that continuing through 2011.

The two former companies were Advanced Web Technologies and Web Label, both narrow web flexo converters. The former was founded in 1991, the latter in 1976. John "Kip" Colwell had been president of Web Label, and continues at the helm of Advanced Web. Today the company prints with a digital press as well as flexo, and is deeply focused on meeting customer needs, Lean Manufacturing, and sustainability.

Advanced Web's customer base ranges from local companies to multi-nationals. "Our business is across the continent, and we also distribute our products globally," says Colwell. The company's sales force is 100 percent in-house, based mostly in Minnesota with reps in Chicago and Dallas.

The customer focus at Advanced Web has evolved into the creation of a strong IT department and investment in a supplier managed inventory (SMI) program. "We have a portal that lets customers set up and look at whatever type of information they deem important about their print work," he notes. "We manage their inventory, and a big part of our offering is the SMI program, either here or in their operation. We also have a logistics partner in Mexico."

Customers have always been demanding, but as the recession weakens, Colwell sees that they are "even more focused on JIT and having as little inventory in their pipeline as possible. It continues to move in that direction. Yes, it's an expense for us, and it's also the reason we continue to make capital investments on tools to reduce the overall makeready and waste in our process."

Colwell says that the company's Lean Manufacturing journey began three and a half years ago, and was certainly a help during the recession. "It showed us the importance of eliminating any kind of waste. Not working harder but working smarter, standardizing work, focused on eliminating anything that isn't needed in that process."

The company continues to run multiple kaizen events and ongoing improvement events. "It has been a very strong part of our success," says Colwell. "We work various events with our customers directly, so that they can learn the total applied cost, and help us understand how can we improve the overall cost structure: how we deliver, inventory, materials.

"We also have begun sending groups of employees out to visit our customers, so that they can learn how our product is being used," Colwell adds. "So many people throughout our operation have never seen a bottling or automated production line, so they don't know what happens when there's an issue with our product at their plant. The customers enjoy the opportunity to show off their operations and talk about what they do, and why they do business with Advanced Web, and let employees see what's going on."

Advanced Web employs 133 people. "Like everyone else we were hit fairly hard at the end of 2008," Colwell recalls. "We took the necessary steps, managers took pay cuts, the majority of our hourly folks started working 32 hours, and we were able to keep all of our skilled people here. Then in late spring of 2009 a couple of significant projects started, and we have been running quite strongly since then." The company manufactures seven days a week with two 10-hour shifts Monday through Thursday, and a Friday to Sunday shift.

Sustainability is an active pursuit at Advanced Web. "We continue to look at how we can take not only waste out of our process, but continue to cut obsolescence for our customers," says Colwell. "We have our waste hauled to a Minneapolis incinerator to help power and heat some of the city's main buildings. Our challenge is getting to where we can recycle release liner. We have a couple of customers we are working with to get into the recycling program with TLMi."

The company today is working toward ISO 14000 certification, addressing environmental management. Back in 2007 and early 2008, everyone was pushing sustainability," Colwell recalls. "Then it stopped, when the recession began, and it's starting now to come back. We have continued our programs, bringing different materials and constructions to our customers, recycled or recyclable material. We are just now again seeing them start to push for more environmentally sound products and practices."

Advanced Web acquired an HP Indigo ws4500 digital press a couple of years ago to complement its flexo capabilities, which include Webtrons, Mark Andys, Aquaflex presses, and a 50" CI press. "The digital press has justified itself on cost reductions," Colwell says. "We want to work closely with our customers, within their operations, handle everything from soup to nuts, whatever their needs might be. With the digital press we were looking at multi-color processes that could be 1,500 to 25,000 label runs. It shouldn't matter to a customer how we run it, but it should sharpen our position, serve as another tool for us. We have been able to utilize the digital press in marketing, telling customers that we can handle whatever their needs are, from the very shortest difficult jobs to the longest." Today the press is running two shifts a day.

The company's next press is already on order: A P5 Performance press from Mark Andy. "We're really looking forward to the makeready speed and cost improvements it will bring to the process," Colwell says. — Jack Kenny

March 2010

Advanced Web Receives Top Award in Statewide Print Competition

Advanced Web received an award for outstanding achievement in "Digital Printing – On Demand" in the annual Star of Excellence Awards, a statewide printing competition hosted by the Printing Industry of Minnesota, Inc., the state's trade association for printing, communication and graphic arts industry.

Competing against entries from printing and graphic arts firms throughout the state, Advanced Web received four awards in total, including the highest award possible for Best of Category. The company's golden submission was in the "Digital Printing – On Demand" category for their customer, 45th Parallel Spirits, LLC. Their Midwest American Vodka label also received a "Best of Class" award in the same category.

Other awards for Advanced Web include a "Best of Class" for our flexographic work for the Minnesota State Lottery, as well as a "Certificate of Merit" for our Caribou Coffee Series.

PIM President David Radziej comments, "This was a close competition with a very impressive standard of entries. The judging process was very challenging. Advanced Web should be proud of their achievement and the excellent work done by their employees."

The Star of Excellence Awards recognizes those responsible for the creation and production of print communications in Minnesota. The competition promotes excellence in print communications and rewards companies and individuals who produce the best in print media.

PIM is the association of choice for the graphic arts industry, representing Minnesota's second largest manufacturing industry, with more than 75,000 jobs and \$6.1 billion in annual sales.

June 2009

Advanced Web Celebrates 10th Year as 3M ESPE Award Recipient

For ten consecutive years, Advanced Web has met stringent requirements in order to maintain the 3M ESPE Dental Products Division Certification. The 3M ESPE Certification recognizes Advanced Web as a provider of innovative dental services, as well as being a dedicated partner to the highest possible standards of dentistry. Advanced Web is proud to be considered one of 3M's top, valued suppliers and will continue to manage the account with streamlined efficiency in on-time delivery, receipt quality and administrative accuracy. As Advanced Web looks to the future, they have their sights set on yet again achieving an overall rating of 99% across all of 3M's measured attributes. With each label printed, Advanced Web is driven to deliver practical and ingenious solutions that make a difference in dental practices across the globe.



November 2008

Advanced Web LLC is pleased to announce our certification as a Great Printer by the Printing Industry of Minnesota, PIM.

The PIM Great Printer Environment Initiative is a voluntary program aimed at increasing environmental, health and safety compliance and pollution prevention within the printing industry. A printer that chooses to participate in the PIM Great Printer Environmental Initiative is one that has demonstrated that minimize their company's impact on human health and the environment.

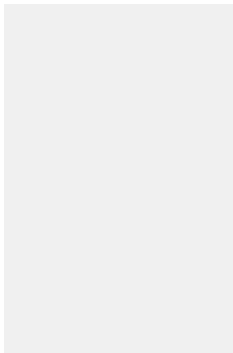
There are three criteria companies must meet before qualifying for the program:

1. Commit to the PIM Great Printer Environmental Initiative Principles
2. Complete an Environmental, Health and Safety Compliance Audit
3. Pursue Beyond Compliance Projects.

Michelle Zeller, CFO of Advanced Web says, "Qualifying as a Great Printer is a big step towards achieving our sustainability goal and reducing the impact we have on our environment, but it is not the only initiative we have planned."

events

february



8th-10th [MD&M West](#) – Anaheim Convention Center, Anaheim, CA

march

8th-10th [HealthPack 2011](#) – Hyatt Regency, Cincinnati, OH.

november

2nd-3rd [MD&M Minneapolis](#) - Minneapolis, MN.

MD&M Minneapolis is the Midwest's largest trade show for medical device manufacturing. Visit this page for event updates and registration:

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Advanced Web is currently serving customers in Minnesota, Wisconsin, Texas, Illinois, Ohio, Indiana, Arizona, Kansas, North Dakota, South Dakota, Nebraska, Michigan, Tennessee, Oklahoma, Missouri, Kentucky, California, North Carolina, South Carolina, New York, Colorado, Virginia, Nevada, Alabama, Florida, Iowa, Louisiana, Montana, New Jersey, Washington, Maryland, Arkansas, Massachusetts, Connecticut, Pennsylvania, Georgia, Mississippi, Oregon, Rhode Island, Wyoming, New Mexico, Utah, Vermont, New Hampshire, Hawaii, Puerto Rico, and Canada.

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