



January 2006 Newsletter



Last year was a banner year for Starview. The sales numbers are in and we had our most successful year since our inception. We appreciate all of your efforts and look forward to an even greater 2006 as a result of our mutual efforts.

Some of the highlights of 2005 were:

- ★ Introduction of Starview's first CD-ROM
- ★ Upgrade to Color Touch Screens on Fully Automated Heat Sealing and Vacuum Forming Machines
- ★ More "on time" deliveries
- ★ Participation in Eastpack and PackExpo Las Vegas Shows
- ★ Addition of optional Three Stage Vacuum System to Skin Packaging Machines

OK, so how are we going to top that in 2006? We have an ambitious Trade Show and New Product Development program planned for 2006. We will be stepping up our efforts to generate more high quality sales leads to give our distribution.

The key events of 2006 are scheduled to be:

- ★ New Version 2 CD-ROMs have already been created and released
- ★ Completely new booth appearance for PackExpo International 2006
- ★ Development and production of new entry level PHS Series Plastic-to-Plastic Heat Sealing Machine Models
- ★ More Publication News Releases to generate Sales Leads
- ★ Frequent contact of past show leads to renew interest

New CD-ROMs produced and distributed.



We have completed and distributed the USA Versions of the CD-ROM. There are several additions and changes to our Version 2 CD. There are two different CDs available for the USA. We have the Distributor copies that include all of the information. The User Version deletes the Distributor Discount Schedule and the sources of material. We will have Canadian Versions available by the end of February.

Some of the significant changes are:

- ★ The User Version that you may request and give to your clients now has all of the pricing removed from the quotation with the exception of the basic machine price. Only descriptions are given for tooling and options. The quotation/specification files are now PDFs.
- ★ A New Clamshell Sealing Machine Comparison Chart
- ★ New MAP Guidelines for Food Packaging
- ★ New ERB8-1822 large format semi-automatic rotary blister sealing machine added
- ★ MS2-1822 and MS1 & 2-2436 Shuttle type Medical Package Sealing Machine added
- ★ SP/IR-3648 and ASP/IR-3648 added to the Skin Packaging Machine Models
- ★ The HP-2430 Four post Automatic Hydraulic Trim Press has been discontinued and replaced with model HP-2436
- ★ We have replaced the TSVG-75 Food Tray Thermosealing Machine with the easier to use and more productive Olympus Vac-1216 and Olympus Pac-1216

We are always anxious to have your input so that we may continue to improve our CD-ROM presentation. Please feel free to contact Steve Bates with your comments and suggestions.

Let Starview assist your customers with machines designed to make the total manufacturing process more effective. Contact one of our sales staff for packaging solutions to help your customers reduce cost and stay competitive.

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