# SPSTC

## PRESSURE SENSITIVE TAPE COUNCIL

### PSTC Value of Membership

#### The Pressure Sensitive Tape Council (PSTC) is an influential North American Trade Association by and for world-class pressure sensitive adhesive (PSA) tape manufacturers and their suppliers; first in education, training, test methods and regulation on PSA products; and driving to increase global growth of PSA tape products.



#### Value of Membership



## PSTC Strategy and Focus

- Grow the Industry
- **Education & Technical**
- Sustainability & ESG
- Membership & Meetings
- Global Tape Forum





## **Member Companies**

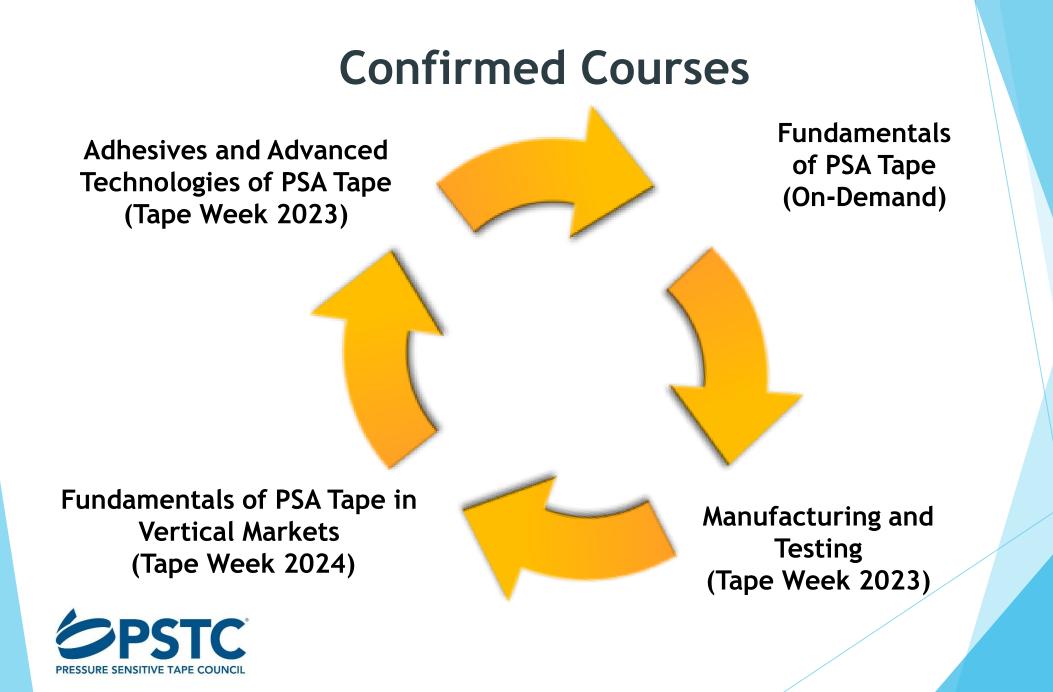
<u>Manufacturer Members</u> -- companies that coat tape (manufacture pressure sensitive tape), and strive to define and adhere to the high industry standards set by PSTC. Annual dues from \$2,825 to \$19,625.

<u>Affiliate Supplier Members</u> -- companies that work with manufacturer members to identify and seek solutions to industry challenges, and help promote the pressure sensitive adhesive tape industry. Annual dues from \$5,900 to \$15,200 based upon sales volume.





## Tape Academy



## Fundamentals of PSA Tape

This class covers an overview of key descriptions and performance terms of PSA tapes. It also reviews two major application areas: the Building & Construction and the Transportation market spaces. It provides an ideal description of these two applications and explores why and how PSA tapes are used in these market spaces.

## Adhesives & Advanced Technologies

**OPSTC** 

Tape Academy

Get a detailed understanding of polymer and adhesion science as it relates to PSA tape design & testing, polymer properties, adhesive chemistries, surface science, theories of adhesion, and a new, collaborative module on problem solving.

## Manufacturing & Testing

Covers all aspects of PSA tape manufacturing—from tape components to troubleshooting tape products in the field. See how tape manufacturing works with videos, demonstrations and samples, and work together with your classmates in our new problem-solving module featuring interactive break-out sessions.



TAPE WEEK 2023 May 8-11, 2023 Hilton Orlando • Orlando, Florida Thinking Ahead Bonding Together





## EVENTS

## Tape Week: A Customized Week of Learning



## Tape Week: Technical Track

Our mission is to provide presentations and papers with leading technical, innovation and application content, and also to provide a forum for which this content then drives business opportunities and growth for all involved.

Dewey Fansler, 3M	Kinetics and Molecular Weight Distribution of Photoiniferter-Derived Polymers as a Function of Composition and Light Intensity
Kristin Schöne, Synthomer	Low VOC Water-Based Pressure Sensitive Adhesives for High Performance Automotive Tapes
Kyle Rhodes, Elkem	Creating Differential Release to Avoid A Sticky Situation
Ryan Calton, Kraton	New Polymer Choice for UV Curable Pressure Sensitive Adhesives
Caroline Widdowson, Markes International	VOC Emissions from Products and Materials: Regulations, Standard Method and Associated Technologies
Matt Baker, Franklin International	Removable Water-Based Adhesive Technology for Graphics Applications
Robert Olson, Dow	Towards Environmentally Friendly Silicone Pressure Sensitive Adhesives
Mark Miller, Coating Tech Slot Dies	Curtain Coating Technology
Donovan Lujan, Arkema	Water Whitening Resistant Pressure Sensitive Adhesive for Clear Label Applications
Eric Silverberg, Henkel	Cationic Cure UV Acrylic HMPSA
Michael Batton, Entex	Continuous Adhesive Compounding/Mixing Using Planetary Extruder
Jacob Liu, 3M	Low Trauma but High Adhesion Silicone Adhesive for Medical Applications
Jen-Chieh Liu, Nitto	Gas Detection Tape

#### Tape Week 2022 Sessions:

Yoan Simon, University of Southern Mississippi	The Art of Falling Apart: Using Addressable Bonds To Create Responsive Materials	
Joseph Binder, Dow	Designed Polymer Particle Architectures for Waterborne Acrylic Pressure Sensitive Adhesives	
Greg Tew, University of Massachusetts Amherst	New Chemistry Generates Novel Networks and Ultra-soft Solids	
Michael Krejsa, Henkel	Rheology as a Quality Control Test for Acrylic PSAs	
Steve Austin, 3M	An Evaluation of Stiffener Attachment Methods	
Ken Olender, PSTC EH&S Committee	PSTC Environmental Health & Safety: Tape product Compliance: Global Chemical an Other Requirements in Supply Chain Management	
Chris Davis, IST America	Utilizing Radiation Curing for Hot Melt Acrylics	
Roopram Ramharack, Adhesiology	Using (Big) Data Analyses to Drive Operational Excellence in Converting and Coating	



## Tape Week: Markets & Applications Track

Tape Week

Our mission is to provide presentations with leading practical applications that include innovation, trends, and general application content across industry verticals, which can drive business opportunities and growth for all involved.

Week 2022 Sessions:	Supply Chain Panel Thiago Prediger, <i>Henkel</i> Dan Jeffery, <i>Momentive</i> Todd Schweigert, <i>Channel</i> <i>Resource</i>	Share Perspective and Market Insight Related to Critical Factors Impacting the Current Tape Industry Supply Chain
	Bob Galyen, Galyen Energy LLC	The Multiple Uses and Functions of Pressure Sensitives in Today's Battery Technologies
	Jay Bolus, Intertape Polymer Group Inc	The Cradle to Cradle: Vision and Mission
	Ed Hudson, Home Innovation Research Labs	Trends and Opportunities for Pressure Sensitive Adhesive Products in New U.S. Homes and Remodeling: Roofing, Underlayment, Housewrap, and Resilient Roofing
	Todd Wright, Kate Gluck, JBC Technologies	Converting Concepts into Reality – Five Ways to Grow Your Converter Markets Channel
	Kyle Rhodes, CELAB-North America	Recycling Liners and the Recovery of Matrix Waste – An Introduction to CELAB
	Jason Zajac, The Tape Lab	The Long & Short of Medical Stick-To-Skin Adhesives- What's Trending in Long-term and Short-term Adhesives for the Stick-To-Skin Markets Using PSA
	Sam Richter, SBR Worldwide/Know More	The Sales YES Begins with a Know
	Susan Chambers, Strouse	Converter Markets Channel: Growth Strategies
	Robert Dietz, NAHB	Housing Headwinds in 2022
	Thomas Sicilian, Henkel	The Rising Role of Digitalization: Market Insight and Applications in Printed Electronics

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### **Innovative Poster Session**

The poster session allows exhibitor an opportunity to showcase new technologies while networking and setting up advanced visit to the showcase.

Ahlstrom-Munksjö	
BASF	
Bostik, Inc	
Custom Adhesive Technology, Inc.	
Davis-Standard	
Dietze & Schell Manufacturing Solutions LLC	
Dow - Silicones	2022 Participants
ENTEX Rust & Mitschke GmbH	
Franklin Adhesives & Polymers	
HB Fuller	
Henkel	
IST America	
Markes	
MPI Release	
Savare' Specialty Adhesives	
Shin-Etsu Silicones of America, Inc.	
Strouse	
SBU Functional Solutions	
Synthomer	
Teckrez	

### **Exhibitor Showcase**

The showcase is designed to foster current relationship through strategic discussions. It also provides an opportunity to network and meet new partners.

Tape Week

Siliconature Corporation	Strouse
ENTEX Rust & Mitschke GmbH	Mondi
Mactac	H. B. Fuller Company
IST America Corp	Ahlstrom-Munksjö NA Coated Products
PSTC	OLBRICH GmbH   Polytape Converting
Synthomer	Shin-Etsu Silicones of America, Inc.
Custom Adhesives	Franklin Adhesives & Polymers
Teckrez	Dietze & Schell Manufacturing Solutions LLC
Sekisui Voltek	Davis-Standard
Channeled Resources	Catbridge Machinery
Arkema Coating Resins	Milliken
Synthomer	Total Cray Valley
Wacker Chemical Corporation	
BASF	DOW
Zeon	Henkel Corporation
Loparex	Lawter
Bostik, Inc.	BYK USA, Inc.
ASI Adhesives & Sealants	Elkem Silicones
Avery Dennison Performance Polymers	Neenah
Mayzo, Inc.	MPI Release
Kraton	Hero Coatings
Ahlstrom-Munksjö NA Specialty Solutions LLC	ODESSA REXtac
Felix Schoeller Group	Savaré Specialty Adhesives LLC

## Tape Week: Members-Only Events



2022 Spring Member Business Meeting Agenda



#### Kris Paronto Keynote Speaker

Kris, or "Tanto," as he is known in security contracting circles, is a former Army Ranger from the 2nd Battalion 75th Ranger Regiment and private security contractor. He also worked with the U.S. government's Global Response Staff, conducting low profile security in high threat environments throughout the world. Kris was part of the CIA annex security team that responded to the terrorist attack on the U.S. Special Mission in Benghazi, Libya on September 11, 2012, helping to save over 20 lives while fighting off terrorists for over 13 hours. His story is told in the book 13 Hours, and in the major motion picture of the same name. Today, he is a security and military consultant and founder of the 14th Hour Foundation, a nonprofit created to help military veterans, first responders, government security contractors, their families, and other foundations with grants to assist in everything from mortgage payments, everyday bills, and tuition. Bringing valor, compassion, and authenticity to the stage. Kris shares the unforgettable story of the brave individuals who fought back during the Battle of Benghazi and risked their lives for the greater good of the world, along with key takeaways on leadership and teamwork that can be applied in any environment.



#### Connor Lokar ITR Economics

Connor has been giving economic keynotes, workshops, and webinars across North America since he joined ITR Economics in 2014. Using his quick wit and knack for storytelling, he leverages his youthful appearance to upend expectations and successfully captivate and educate audiences. Thousands of business leaders have enjoyed his dynamic approach; Connor emphasizes the applicability of economic intelligence and calls his audience to action. When not on stage, Connor contributes his economic expertise in the role of trusted advisor, consulting directly with management teams of firms large and small. ITR's clients meet with Connor at critical planning junctures to ensure that their strategic plans, goals, and internal initiatives are in alignment with their tailored forecasts. As ITR Economics' senior forecaster. Connor has a particularly keen understanding of how forecasts are derived. The resulting insights enable clients to make the most of their economic outlooks. Connor specializes in construction and industrial markets but consults and presents to businesses across all industries, helping them grow revenue and remain profitable through an ever-changing business cycle

Member-Only Reception

Member Meeting which allows members to engage business related speakers and learn more about new and exciting PSTC programs.

Network with other senior level industry partners during the Member Meeting luncheon.



May 8-11, 2023 Hilton Orlando • Orlando, Florida Thinking Ahead Bonding Together

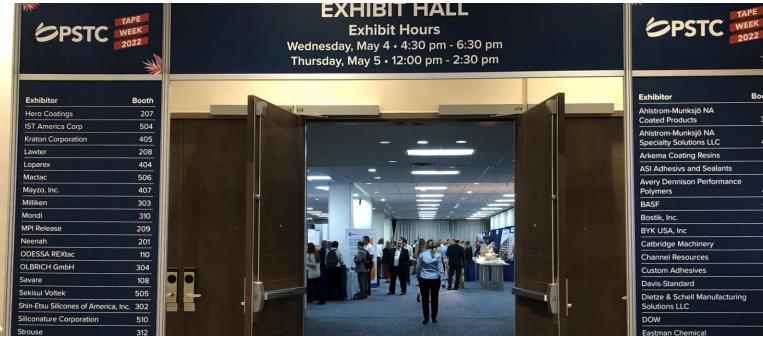
TAPE













Booth



## Tape Week 2023

May 8 - 11 (Monday - Thursday)

Hilton Orlando

Orlando, FL





## Fall Member Business Meeting: Organizational Updates and Industry Networking



We welcome individuals involved in the decision-making processes of their companies to this event, featuring educational opportunities to help shape ongoing business, roundtable discussions for sharing best practices and addressing key issues facing the industry, as well as announcements about exciting, innovative programs planned for 2022.



#### 2022 Fall Member Business Meeting Agenda

#### Monday, November 7th

Welcome Reception (Hosted by Board of Directors) Sponsored by Henkel 6:30 p.m. – 9:00 p.m. | Lakeside Lawn Food and beverages will be available.

#### Tuesday, November 8th

Member Meeting 1:00 p.m. | Bella Lago

Keynote Presentation Brian Beaulieu | Keynote Speaker

Key Leader Industry Panel Moderated by Brian Beaulieu

**Collaborative Roundtable Discussions** 

#### PSTC Cornhole Tournament Sponsored by Mayzo 4:15 p.m. – 6:30 p.m. | Masters Terrace

#### Welcome Dinner

6:45 p.m. - 9:30 p.m. | Honda Pavilion

Outdoors, casual dress
 Join your PSTC colleagues at an outdoor venue.
 Food stations and drink pairings included.

#### Wednesday, November 9th

Breakfast of Champions Full Buffet Breakfast (Includes Bloody Mary and Mimosas) 7:00 a.m. – 8:00 a.m. | Masters Terrace

Member Meeting 8:00 a.m. | Bella Lago

**Supplier Partners Presentations** 

State of PSTC Committees Updates

**Collaborative Roundtable Discussions** 

Adjourn 12:15 p.m.

**Optional:** Pre-Registered Golf Tee time – 1:54 p.m. Golf Staging Area | Box lunch provided.

Celebration Closing Dinner 6:30 p.m. – 9:30 p.m. | Lakeside Lawn

Join your colleagues to celebrate the success of PSTC in an outdoor **business** setting (plated meal).





#### **Optional Activities**

#### Golf Outing

#### Cornhole Tournament

Reconnect with your friends and colleagues by joining PSTC's annual cornhole tournament. Beer and wine will be available.

## Fall Member Meeting 2023

November 5 - 8 (Sunday - Wednesday)

Hyatt Gainey Ranch

Scottsdale, AZ





## IN THE NEWS...

## **Publications**

"Insulating buildings with pressure-sensitive tape" -

Construction Specifier, Jan. 2018

#### 15,000+ monthly

**readers** Architects, engineers, consultants, designers

#### "Employing PSA tapes in HVAC applications"

- Construction Specifier, June 2018

"<u>Using PSA tape in wall & ceiling applications</u>"-Construction Specifier, June 2018

## **Press Releases**

"Pressure Sensitive Tape Council Honors Tape Week 2022 Presenter with Carl Dahlquist Award"

"Ben Milazzo, Founder and Chairman of Mayzo, Inc., Inducted into PSTC Hall of Fame"

"Pressure Sensitive Tape Council Announces Tape Week 2022"

"<u>PSTC Boosts Educational Portfolio with New Fundamentals of PSA Tape</u> <u>Course</u>"

## Podcast

**Appearances** 



#### Play



We sat down with Joe Tocci, PSTC president, during Tape Week 2022 to discuss the event, as well as trends and opportunities in the tape industry.

## MEMBER ONLY RESOURCES

## **PSTC Research Study**

- Phase 1 of the study found that the highest potential for growth was in the building & construction field
- Phase 2 of the study focused on a deep dive to further define messages and tactics for increasing the use of PSA tapes in the building & construction industry
- Phase 3 Automotive Study

## Proposition 65 Guide



Pressure Sensitive Tape Council One Parkview Plaza, Suite 800 Oakbrook Terrace, Illinois 60181 pstc.org

Proposition 65 Guide for Members of the

**Pressure Sensitive Tape Council** 

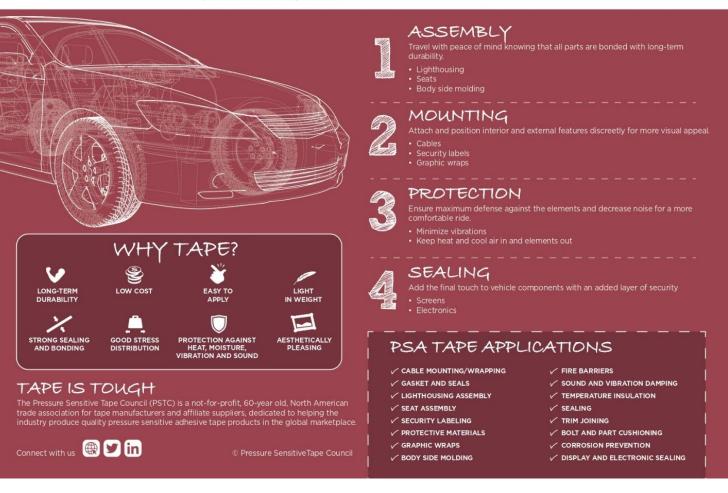




#### SHIFT GEARS WITH A SUPERIOR BONDING SOLUTION

Effective, efficient and durable, pressure sensitive adhesive (PSA) tape offers innovative solutions to challenging situations. Whether you are looking to attain a clean aesthetic or need a lightweight but strong bond that can withstand extreme temperatures and repeated shock and impact, PSA tape stands out as the leading option for a variety of applications.

Explore how this bonding method is used in automotive design and engineering and learn why more and more automotive industry professionals are choosing PSA tape.



#### GROWING THE ROLE OF PRESSURE SENSITIVE ADHESIVE TAPE IN THE AUTOMOTIVE INDUSTRY

The goal of the PSA Tape research study was to identify the behaviors and decision drivers that influence tape usage in the automotive industry.

When asked what they look for in a bonding solution,

54%

respondents' answers were as follows:

Has greater durability

Is faster to aply/set

Is easier to apply

Is less messy to apply

Better withstands moisture

Has less cost associated with material

Provides additional benefits when used in conjunction with another bonding solution

Has less cost associated with installation

Works better with modern synthetic materials

Would provide a temporary bond as an assembly aid during a project

Allows for more precise placement

Is repostionable or allows you to disassemble when needed

Offers better stress distribution

Requires fewer tools to apply

Is lighter/adds less weight

Requires less training to use

Is less hazardous

#### **KEY FINDINGS**

The research found that use of pressure sensitive adhesive (PSA) tape is the preferred bonding method by respondents for automotive applications in terms of durability and efficiency, and had strong potential in a number of key areas, such as sealing, mounting and identifying/labeling.

- > 75% of respondents said they are excited for a new Better withstands temperature extremes automotive bonding solution that can overcome challenges of existing ones, while 72% said they are open to exploring PSA tape as a solution.
- > The research also identified shortfalls of competing methods that are solved by using PSA tape. Would provide additional bond strength used in conjunction with another bonding solution Liquid Adhesives/Plates Mechanical Fasteners

o Damage to the surface o Heavier/more weight o Degrades over time o requires special tools or systems o Costs o Costs

- > Key advantages of using PSA tape over other bonding methods include: o Durability
- o Speed of application
- o Speed of setting Ability to withstand environmental stressors
- o Ease of application
- o Vibration damping

> Gathered from respondent data, specific automotive Is more aesthetically appealing/Less noticeable applications that present the best opportunities for PSA

- tape use are: o Temperature insulation
- o Electronic sealing
- o Corrosion resistance
- o Cushioning between components
- o Cable wrapping
- o Substrate joining for better cosmetic effect
- o In tandem with other solutions to strengthen bond

#### RESEARCH METHODOLOGY

A 20-minute online survey and/or B2B phone panels survey were provided to engineers, designers, specifiers and converters working in the automotive industry. Responses were collected from August to September, 2020. Respondents were recruited from multiple nationally representative online panels and were deemed qualified if they had decision-making responsibility for the bonding they had decision-making responsibility for the bonding solutions used in their projects and had worked on a flession period for which bonding solutions were specified within the previous year.



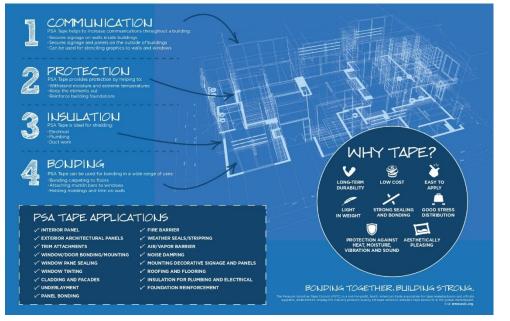
TAPE IS TOUGH © Pressure Sensitive Tape Council | pstc.org





#### FROM THE FOUNDATION TO THE ROOF

PSA Tape is used for bonding applications throughout many buildings - from the basement to the penthouse - and all places in between. Lower costs, ease of application, light in weight - these are just a few of the benefits of using PSA Tape when it comes to bonding projects used in building and construction.





#### GROWING THE ROLE OF PRESSURE SENSITIVE TAPE IN BUILDING AND CONSTRUCTION

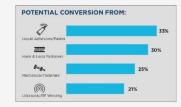
Name of Study: PSA Tape Usage in the Building and Construction Industry Conducted by: Pressure Sensitive Tape Council, TRC Advisory and Brakethrough Research Published: December 2016

The goal of the PSA Tape research study was to identify the behaviors and decision drivers that influence tape usage in the building and construction industry.

#### **KEY FINDINGS**

The research found that considerations to using PSA Tape, as opposed to competing bonding solutions, were based on overall usage flexibility and the potential of using tape in many diverse applications.

- 86 percent of survey respondents in building and construction indicated they would consider converting from competing bonding solutions to using PSA Tape in their industry.
- In building and construction, the percentages of potentially converting to using PSA Tape are as follows:



RESEARCH METHODOLOGY

A 20-minute online survey was provided to engineers and/or architects working in the building and construction industry. Responses were collected from July - August, 2016. Respondents were recruited from multiple national industry-represented online panels. These proprietary panels were culled from a vast pool of potential B2B and B2C respondents. Online panel members passed through multiple levels of authentication to ensure they were genuinely interested panelists who would provide valuable data for the study's insights. Those who participated in the research had decision-making responsibility for the bonding solutions used in their building projects.



For more information about PSA Tape and the Pressure Sensitive Tape Council, visit **www.pstc.org**.

BONDING TOGETHER, BUILDING STRONG pstc.org

> Flexibility helps drive decisions for choosing

drivers to using tape include:

Low cost

Easy to apply

and sound

usage include:

Signage

Patching
Cladding and facades

Stucco/EIFS

Pre-cast/tilt up

Light in weight

Excellent long-term durability

Strong sealing and bonding
 Good stress distribution

Aesthetically pleasing

PSA Tape over other bonding methods. Key

Protection against, heat, moisture, vibration

> Those applications in building and construction

Window/door bonding/mounting

Interior panel/trim attachment
Thermal protection

with the highest growth potential for PSA Tape

PRESSURE SENSITIVE TAPE COUNCIL

## Communications

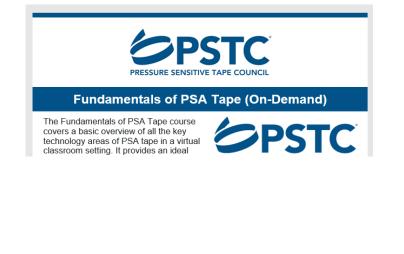
Receive regular updates on PSTC news & opportunities, industry updates, and more.



Reserve Your Spot in the Tape Week 2023 Exhibitor Showcase

Exhibitor Early-Bird Rate Ends August 15, 2022

Showcase your innovations at the only knowledge-building and networking event for PSA tape professionals. Tape Week 2023 will be held at the Hilton Orlando on





Register Now

This is the last week to get the Early Bird registration



## Personal Development

#### **Committee Involvement**

Join a Committee to expand your professional skills

#### Presentations @ Tape Week

Remit an abstract and present at either the Technical or Markets & Applications Track

#### Governance

Board of Directors - Represent your company

#### Give Back to the Industry

Support the development of content

#### Sustainability & ESG Committee

The Environmental, Health and Safety (EH&S) Committee identifies and communicates regulatory risks to Member Companies. If relevant, it recommends mitigation measures the PSTC could take including, but not limited to, support, advocate, and influence regulatory development and implementation activities.

#### Technical Track Committee

PSTC Technical Track Committee members support the development of the Technical Track which is part of the Annual Tape Summit held every spring. The principal responsibility is to identify relevant topics related to the more technical component of pressure sensitive tape. The committee will identify speakers and solicit papers from members and non-members. Typically 20-25 papers/presentations are highlighted during this track. The committee will meet monthly via conference call and when needed one face to face meeting.

#### Education Committee (Tape Academy)

The Education Committee is made up of volunteer faculty, all of whom bring many years of practical experience in the industry. The faculty work closely together to produce the content for all classes in the series (Fundamentals, Manufacturing & Testing and Adhesives & Advanced Technologies). Each class is taught by a small, intimate group of instructors who strive to create an interactive, open atmosphere in each class. The classes are carefully planned, constantly refined and coordinated. The committee will meet quarterly via conference call, and at times more regularly if you are an educator at either the Fundamentals of PSA Tape Applications in Industry Verticals or Adhesives & Advanced Technologies.

#### Marketing Committee (Grow the Industry)

The Marketing Committee members support and advise PSTC as it relates to bringing internal and external awareness of the organization. This can include supporting and advising in the development of key collateral and content. The Committee also supports in an advisory role advancing the mission and vision of PSTC through digital platforms. The Marketing Committee is also responsible for developing the programming for the markets and Applications Track presented at Tape Week. The Committee will meet monthly and conduct 2-3 face-to-face meetings a year in Chicago.



## **New Programing**

#### **PSTC Certificate Program**

E-Mobility Research Study

More details to follow on these exciting new programs.

## **MEMBERSHIP INVESTMENT**

## Membership Investment

#### Manufacturer Members

Up to \$5 million	\$2,825
\$5 - \$25 million	\$8,075
\$25 - \$100 million	\$11,225
\$100 million & over	\$19.625

#### Affiliate Supplier Members

Up to \$100 million	\$5,900
\$100 - \$250 million	\$12,700
Over \$100 million	\$15,200







wausau coated

### Affiliate Supplier Members 2022



### **Board of Directors**

#### **President**



Joe Tocci IPG Inc.



#### Vice President Jonathan Hirsh

Lamart Corp.

#### **Treasurer**



**Ed LaForge** MACtac North America





**Michel Merkx** American Biltrite Inc



**Troy Asberry Jr.** tesa tape, inc.



**David Collins** Avery Dennison Corp.



**David Parks** Berry Global Inc.



**Nick Odomirok** Shurtape Technologies, LLC



Chad Carney 3M Company



## Questions

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Michelle Miller, Executive Vice President (<u>mmiller@pstc.org</u>)

Violeta Aceremo, Association Coordinator (vaceremo@pstc.org)

Karaina Callahan, Association Coordinator (kcallahan@pstc.org)