

CONLOR

CORPORATION

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www.conlor.ca

Biography

Craig Copping started his career thirty-seven years ago at Lepage's Adhesives in Canada as a formulating chemist. After three years he moved to Industrial Adhesives Ltd later bought by Timminco Adhesives gaining diverse experience in the adhesive and coating industry as a Product development Chemist, Territory Manager, Marketing Manager, VP Marketing, Director Technical Services.

In 1993 Timminco Adhesives was acquired by HB Fuller Co where Mr Copping held the position of Market Development Manager, Flexible Packaging North America. For the next 9 years Copping developed the flexible markets in North and South America and Europe. While at Fuller Copping developed and patented a water based gas barrier coating that can run on commercial printing equipment in line with printing .

In 2002 Mr Copping retired from H B Fuller and formed Conlor Corp as a vehicle to offer consulting services and market his Adhesive and Coating Problem Analysis Kit. www.conlor.ca

Consulting Services

- Screen potential customers to assess viability of their project.
- Screen various substrates to recommend which products meet the specification.
- Recommend the best adhesive, coating, primer, and technology for an application .
- Source product that best fits application.
- Source substrates needed to make product.
- Provide/ create lab sample prototypes for initial customer screening
- Establish performance guidelines for client.
- Source equipment manufacturers able to provide application line. Source manufacturers able to modify existing line.
- Source tolling converter to commercialize product for test market acceptance..
- Act as sales agent to provide new business or tolling business to client at agreed upon commission
- Supervise and report results of line trials in case product modification is needed.
- Do market research for acquisition, distribution or manufacture of product lines not produced by client.
- Source substitute raw materials, adhesives, packaging supplies and substrates as needed to reduce cost or improve product performance.
- Provide knowledge, samples, and data sheets on competitive products.
- Provide troubleshooting support in all areas of packaging.
- Provide package design for structures using adhesives, primers, extrudates, barrier coatings, top coats, heat seal coatings, pressure sensitive coatings etc.
- Joint calls with sales,marketing to assist or train your staff with new clients in new markets.
- Provide formulation assistance and test methods for the lab in the heat seal area.
- Arbitrate client /supplier / customer claims
- Source raw materials ,assist in formulation improvement to reduce cost in the the adhesives market