



Seminar: A Map for Printers to Make Flexible Packaging Program and Speaker Information

Monday December 4th: “Framing today’s challenges.”

The future of the flexible packaging market is bright in demand growth but bleak in supply chain readiness for the unavoidable changes that lie ahead. Day 1 will reveal the forces that continue to pressure the packaged consumer goods value chain. You will hear firsthand from brands, retailers and contract packagers about today’s challenges.

8:30 – 8:45 Welcome message, introductions, review agenda for the week – **FPK Resources**

8:45 – 9:45 Flexible Packaging Industry: Understanding the history that has led to today’s environment and the future of the global marketplace, and *your* opportunity in it. – **FPK Resources LLC**

9:45 – 10:30 Hear from a contract manufacturer that meets the needs of small, medium, and large brands on a daily basis – **David Gray, Green Seed, Inc.**

10:30 – 10:45 break

10:45 – 11:45 Hear about the “democratization of packaging” from Tony Knoerzer, former executive of PepsiCo who was instrumental in the design of today’s most touched snack packaging. Tony will show us just how much the “Amazon of things” will change the food goes from farm to consumer’s hands, in a package. – **Tony Knoerzer, Conscious Crate**

11:45 – 12:00 break

12:00 – 1:30 *Lunch with keynote speaker Daniel Lohman, president of Category Management Solutions.* Hear from Daniel who works directly with the natural and organic food brands that are the future of the food industry to understand the secrets and strategies to maximizing their growth with distributors and retailers. This is a must-hear presentation for every packaging producer!

1:30 – 2:15 The perspective of a packaging broker and the challenges to deliver a dynamic and always changing mix of brand needs and maintaining a network of supplier partners. – **Reyna Bryan, Director of Strategy, Elk Packaging**

2:15 – 3:00 Understanding the massive complexities of operating a packaged consumer goods distribution business with hundreds of suppliers, demanding customers and tens of thousands of SKU’s. – **Ron Sasine, Hudson-Windsor**

3:00 – 3:30 break

3:30 – 4:00 How to understand the challenges of having a great product but are unable to get the ideal packaging that protects the food integrity, communicates the brand’s story and, can be delivered at the desired quantity and lead time. – **To Be Announced**

4:00 – 4:45 panel discussion with Monday speakers – **Monday Speakers**

5:00 – 7:00 *Networking reception and tabletops* – **Sponsored**

Sponsored Dinner

Tuesday December 5th: “Understanding How it is Done Today”

Day 2 will break it all down for how flexible packaging is made today from the industry’s experts from the supply chain providers themselves.

8:30 – 10:00 The materials and processes behind films and laminations. – **FPK Resources LLC**

- Films and adhesives overview, the traditional multi-layer film lamination process
- How to simplify the overly-complicated myriad of choices into a workable portfolio of packaging components.



- Overview of the “what to know” when trouble-shooting packaging converting operations.

10:00 – 10:30 Break

10:30 – 12:00 Learn the truth about food safety, GMP, HACCP programs and what it takes to meet FDA regulations when “packaging” is not the focus of the certifications. – **FPK Resources LLC**

12:00 – 1:30 Sponsored Box Lunch and group exercise on “deconstructing the package”

1:30 – 1:45 Hear firsthand from one of the go-to experts in high-performance packaging about the past, present, and future of retort, hot-fill, aseptic sterilization, high-pressure pasteurization and other emerging methods for food protection and shelf-stability. – **Danny Beard, Industry expert and consultant**

1:45 – 2:45 Packaging converting operations – how to convert roll-stock and pre-made bags & pouches quickly and efficiently. – **Jim Pease, President, Sun Centre USA**

2:45 – 3:15 break and tabletops

3:15 – 4:30 A primer on the rising demand for compostable packaging – where is it coming from, why, and how will it play out with flexible packaging? – **Heather Austreng, Futamura, Reyna Bryan, Elk Packaging, Norma McDonald, OWS, Kelly Williams, FPK Resources**

Wednesday December 6th: “Skate to where the pack will be.”

Day 3 will reveal the future of the flexible packaging industry that will be required to fulfill the needs of brands, retailers, and consumers. Printers who know the opportunity is there but are unsure how to access it will get the map to get there. We will show examples of how to approach the fundamental shift and the supply chain will share what it is doing today to make it happen. “skating to where the pack will be.”

8:30 – 9:15 “It is not about speed. It is about time. How long does it take you to do things?” See how the forces that are changing the dynamic relationship between consumers, retailers, brands, packagers, and food processors will result in a condensed value chain that goes from printing to “last minute imaging” that is done regionally close to the demand itself. – **Kelly Williams & Tom Dunn, FPK Resources LLC**

9:15 – 10:00 Hear from the company that has been fixing the global “real-time” challenges in the workflow and ERP systems amongst contract packagers, food processors, and brands. – **Nulogy Corp.**

10:00 -10:30 break

10:30 – 11:00 Hear from material suppliers who see it coming and what they are doing to prepare themselves for a faster and more efficient supply chain. – **Steve Francis, Flexible Packaging Sales Manager, Protect-all**

11:00 – 11:30 The role of the value-added distributor to put all of the puzzle pieces within arm’s reach **Ralph Giammarco, President, S-One**

11:30 – 12:00 Panel Q&A

12:00 – 1:00 Box lunch and tabletop exhibits

1:00 – 1:45 Learn how to streamline the packaging materials and formats to enable “rapid imaging deployment” in a network of disaggregated assets. – **FPK Resources LLC**

1:45 – 3:15 Walk through a way to streamline structures and formats and enable “imaging” last in the process using the reconfigured supply chain. **Tony Carignano, Business Development Manager, COMET, Tim Burke, President, Custom Design Applications, Tim Leeper, President, DayBreak Technologies**

3:15 – 3:30 Break

3:30 – 4:30 Panel discussion on the future of the flexible packaging industry moderated by **FPK Resources LLC**

4:30 course ends