Build Your Business With PMMI

Get the most out of your membership.

The Association for Packaging and Processing Technologies

Visit Member Services at pmmi.org/my-pmmi

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Herndon, VA  20170
571.612.3200

PMMI Media Group
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Chicago, IL 60611
312.222.1010

PMMI Latin America
Homero 418, 3rd floor
Col. Chapultepec Morales
11570 Mexico City
+52 (55) 5545.4254
Dear Industry Colleague,

Membership in PMMI offers more value today than ever before and we want you, and everyone in your company, to get the most out of it. The more you take advantage of what PMMI has to offer, the more your network and knowledge base will grow.

If you are not sure where to begin, I offer this advice: start with your biggest challenge and work with PMMI’s staff to determine the best resources to meet your needs. I am confident that we can help you find an answer.

As you page through this brochure, discover how PMMI Business Drivers—a collection of our business tools and resources—help strengthen and grow your business, from offerings to develop and find your current and future workforce, to accessing the latest market research.

Take note of how our world-class portfolio of trade shows continues to break records in North America, connecting your solutions directly to consumer goods companies. And, learn more about how PMMI Media Group can connect you with these key customers year-round.

As the global resource for the packaging and processing industry, PMMI is proud to provide you with the people, knowledge and ideas you need to succeed in the marketplace – today and in the future.

We hope you will take advantage of the many opportunities we offer. The more you engage with PMMI, the more you will get out of your membership.

Sincerely,

Jim Pittas
President & CEO
PMMI
Looking for ways to grow your business?

PMMI is your answer. Give us your biggest challenge, and we’ll work to identify the right PMMI resources for you.

Send your challenges or questions to us at info@pmmi.org.

is your answer.

PMMI Business Drivers equip the makers of packaging and processing technologies to succeed in a competitive global marketplace.

PACK EXPO Portfolio of Trade Shows unites the world of packaging and processing to advance industries.

PMMI Media Group connects manufacturers year-round to the latest solutions, trends and innovations in packaging and processing.
PMMI saves you valuable time.

When you’re busy, turning to PMMI may seem like one more thing you don’t have time for, when in fact, PMMI can be a key shortcut to finding the answers you need.

PMMI connects you to people and information that help you see the best and clearest way through your maze of options.

**Turn to PMMI first for:**
- Business intelligence
- Workforce development opportunities
- Ways to reach and connect with customers
- Professional forums
- Entry points into international markets

**We can help you:**
- Understand your markets
- Serve your customers better
- Develop your current and future workforce
- Expand your network
- Grow your business

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**Build Your Business With PMMI**

- **Business Drivers**
  - Business Intelligence
  - Workforce Development
  - Global Marketing
  - Industry Services
  - Association Services
  - Conferences & Events

- **Trade Shows**

- **PMMI Media Group**
What do you need to advance your business?

PMMI equips you for success in a competitive global marketplace.

PMMI Business Drivers are benefits and tools designed to provide you with the information, training, support and connections you and your company need to grow and thrive.

- Knowledge that empowers your business and informs your decisions
- Education, training and tools that strengthen your organization
- Research and assistance that help you break into new markets
- Access to a strategic network and knowledge community

PMMI Conveyor
The weekly PMMI Conveyor e-newsletter gives you a quick summary of industry news and announcements of upcoming PMMI events, conferences and trade shows.

OEM – The Official Publication of PMMI, included with your membership
Read by 15,000 packaging and processing operations professionals
Powerful research designed to move your business forward.

PMMI Business Intelligence – trusted, actionable, expert, relevant.

Packed with news on trends, in-depth market data and analysis, economic and benchmarking data and best practices, you can count on PMMI Business Intelligence for the answers you need.

- Industry Reports and White Papers (6+ annually)
- Economic Reports
- Benchmarking Reports
- Vision 2025 Focus Group Reports

Members receive more than $50,000 worth of research FREE each year.

Have a business question?
Request a Quickie Survey for an overview of best practices. Topics range from accounting methods to how to expedite machine sales.

Scott Smith, Director of Global Business Development, BW Container Systems

PMMI studies are key to our strategy of using more quantitative research to make better, data-driven decisions. Similar studies cost as much as $4,000. PMMI produces these studies and offers them free to members.

Find out how PMMI can equip you for success.
Contact PMMI’s Business Intelligence department.
571.612.3200 • businessintelligence@pmmi.org • pmmi.org/research
Elevate the talent level within the entire packaging and processing industry.

For Your Current Workforce

Certified Trainer Workshops
Develop your team’s training skills.

Fundamentals of Field Service
Give your technicians the non-technical skills they need to provide great customer service.

Leadership Development Program
Invest in your company’s future leaders with a personalized leadership development plan.

Mechatronics Certifications
Identify multi-skilled workers to troubleshoot and repair automated equipment on the plant floor.

Risk Assessment Workshops
Improve productivity and ensure worker safety.

TechEd 365
Take advantage of cost-effective, consistent online training.

The PMMI U Skills Fund will match your company’s contributions up to $10,000 per year for work-related, multi-employee corporate training initiatives and up to $50,000 per year to support regional education programs of your choice.

Mechanical and electrical components are more interconnected than ever before. Having a good understanding of how technologies work both individually and together is the key to mechatronics. PMMI’s certification helps you become more effective and productive on the job.

Scott Meldeau, Chief Marketing Officer, Bimba Manufacturing Company
For Your Future Workforce

Scholarships
The PMMI Foundation provides annual scholarships to students studying engineering, mechatronics, packaging, processing and related fields.

Student Summer Camps
PMMI is partnering with the Nuts, Bolts and Thingamajigs® foundation to deliver summer manufacturing day-camps for students ages 12-16 throughout the U.S. Visit pmmi.org/foundation for more information.

Career Toolkit
Visit pmmi.org/pmmiu/careertoolkit for resources to help your company address the critical shortage of skilled employees and promote awareness of careers.

Have workforce development needs? Let us help.
Contact PMMI’s Workforce Development department.
571.612.3200  •  pmmiu@pmmi.org  •  pmmi.org/pmmiu
Navigate today’s global markets.

We understand that success on the world stage is critical and PMMI can help you:

- Identify your best prospects
- Break into new markets
- Successfully export your product
- Assist in finding sales agents

Make us your first stop.

PMMI’s resources can give you a sense of what awaits you in various markets, help you identify where the greatest demand is, and determine which sales channels will work best.

- In-depth reports on markets of interest
- Webinars focused on key international markets
- Presentations at PMMI events and international trade shows

Get answers to your toughest questions with our ExportEXPERTS program.
Get support when you’re ready to go to market.

After you take the first step by accessing our global market research and programs, let PMMI continue to guide you in international ventures.

- Exhibit in the PMMI Pavilion at international trade shows with funds from our Trade Show Assistance Program
- Use our agent directories to find the right sales agent
- Receive export counseling and assistance

Econocorp has participated on a yearly basis within the North American Pavilion in multiple markets. We find that the PMMI team provides excellent trade show and marketing support and cost saving with or without the PMMI Trade Show Assistance program. Econocorp will continue to participate in international expos with PMMI support.

Alfonso Posada, Regional/International Sales Manager, Econocorp

The international research reports are very helpful, especially in providing visibility into local equipment markets, which matters for key OEMs like us. We have access to a lot of consumer or end user market information but how those translate into equipment demand is not common. This is where PMMI reports add the most value, providing market dynamics and deciphering that into equipment demand.

Tony Toklo, Director of Strategic Marketing, ITW Hartness

Give us a call to discuss your next steps for accessing international markets.

Contact PMMI’s Global Marketing department.

571.612.3200  •  international@pmmi.org  •  pmmi.org
Become part of our strategic network and knowledge communities.

Through open dialogue between CPG manufacturers and OEMs, the OpX Leadership Network provides a forum where the best minds come together to identify and solve common operational challenges, producing solutions on:

- Total Cost of Ownership
- Workforce Engagement
- Overall Equipment Effectiveness
- Factory Acceptance Tests
- Hygienic Design
- Sustainability
- Worker Safety
- Remote Equipment Access
- Clean-In-Place (CIP)
- Request for Proposal (RFP)

Learn more at OpXLeadershipNetwork.org

Capture Insights from a Leading Global Packaging Business Forum

The Packaging Management Council (PMC), sponsored by PMMI, provides a forum for senior packaging leaders to exchange information on trends and issues that will enhance member-company knowledge related to packaging and operations.
Technical Services

PMMI provides multiple resources to help member companies improve the safety of packaging and processing machinery. This includes:

- Serving as the standard development organization for the ANSI/PMMI B155.1-206 standard
- Supplier of PackSafe® software focused specifically on packaging and processing machinery
- Supplying updates to members on the latest industry standards and regulations

Develop Your Emerging Leaders

Through the Emerging Leaders Network, PMMI helps you retain valuable employees and groom them for leadership through networking events at PACK EXPO trade shows and a six-month leadership development program. Rising leaders and their achievements can be nominated for the annual On the Rise Awards. Visit pmmi.org/emergingleaders for more information.

Expand the Presence and Influence of Women in Packaging and Processing

The Packaging & Processing Women’s Leadership Network serves to recruit, retain and advance women’s careers in packaging and processing through leadership development, networking events and mentorship. Visit pmmi.org/ppwln for more information.

Expand your industry knowledge and grow your network.

Contact PMMI’s Industry Services department.

571.612.3200 • info@pmmi.org • pmmi.org
Advancing Associations, Connecting Communities

PMMI creates opportunities for enhanced member networking by providing management services to packaging and processing industry associations – allowing members to interact with customers up and down the supply chain.

Cold Pressure Council
Leads industry standardization, education and awareness of High Pressure Processing (HPP).
coldpressurecouncil.org

CPA, The Association for Contract Packagers & Manufacturers
Increases knowledge and expertise within the contract packaging industry.
contractpackaging.org

Institute of Packaging Professionals
Creates networking and educational opportunities that help packaging professionals succeed.
iopp.org

The Organization for Machine Automation and Control
Supports the machine automation and operation needs of manufacturing.
omac.org

Learn more at pmmi.org/association-services
Connect with your peers.

Annual Meeting
With an agenda full of high-interest programming and peer learning, the Annual Meeting is a great place for members of all levels to grow their networks and build business knowledge. Business session content is designed to keep you in the know on the issues of the day—from market and consumer trends to exporting, and marketing to manufacturing innovations. You will also have the opportunity to tour world-class manufacturing facilities.

Executive Leadership Conference
If there’s one word that describes the benefit of attending the Executive Leadership Conference, it’s perspective. You’ll hear from some of the most in-demand thought leaders of the business world, researchers, association leaders and some of your customers. Moreover, you’ll hear from fellow executives and have the opportunity to work through issues currently affecting your business and the industry as a whole.

What really struck me at the Annual Meeting is how much PMMI cares about the performance of its members, always trying to find ways to help us manufacture and sell.

Emmanuel Cerf, Vice President, Polypack Inc.

PMMI Roadshow
These regional events bring together PMMI, CPA and IoPP members at member facilities across the country. The Roadshow is packed with informative discussions on industry hot topics and customer insight. Plus, we’ll show you how PMMI’s resources can help enhance your business.

Contact PMMI’s Meetings department.
571.612.3200 • info@pmmi.org • pmmi.org
The easiest way to unite with key customers.

The PACK EXPO portfolio of trade shows provides a first-rate exhibiting experience with unparalleled connections to customers from a wide range of consumer goods companies.

PACK EXPO International
PACK EXPO International, our flagship event for packaging and processing innovations, unites suppliers with manufacturers, delivering game-changing ideas for multiple vertical markets. PACK EXPO International is the place where technological breakthroughs are unveiled and products are launched.

PACK EXPO Las Vegas
In odd years opposite PACK EXPO International, PACK EXPO Las Vegas is your opportunity to reach packaging and processing professionals from virtually every vertical market. PACK EXPO Las Vegas is your chance to showcase your latest solutions to leading Consumer Packaged Goods (CPG) companies.

Healthcare Packaging EXPO
Healthcare Packaging EXPO, co-located annually with PACK EXPO International and PACK EXPO Las Vegas, connects suppliers with manufacturers in the high growth industries of pharmaceutical, biopharmaceutical/biologics, nutraceutical and medical device.

PACK EXPO East
This regional, biennial event unites suppliers with manufacturers and provides a valuable opportunity to address changing market demands and build business connections in a key region, home to one third of the nation's CPG companies.

EXPO PACK México
Latin America’s largest, most comprehensive packaging and processing show attracts professionals from food, beverage, pharmaceutical, personal care, cosmetics and other industries.

EXPO PACK Guadalajara
Located in western Mexico’s most important commercial area, EXPO PACK Guadalajara showcases the latest solutions in packaging and processing machinery, materials, containers and other related goods and services.

Learn more about our world-renowned trade shows.

Contact PMMI’s Show department.

571.612.3200 • expo@pmmi.org • packexpo.com
Reach prospects efficiently and effectively.

As an exhibitor, whether you want to enhance awareness of your brand, generate interest in a product or drive traffic to your booth, PMMI staff will work with you to decide the right PACK EXPO opportunities for your goals.

Are you taking advantage of these trade show perks for members?

- Get priority space selection at PACK EXPO shows. Select your space before non-members.
- Save on exhibit space rates at all domestic trade shows.
- Obtain special pavilion location and turnkey booths at EXPO PACK México and EXPO PACK Guadalajara.

Learn more at packexpo.com

Put your expertise in the spotlight.

Located in high-traffic areas the Innovation Stage offers exhibitors 30-45 minute time slots in which to impress attendees with your expertise. Investing in these presentations gives you the opportunity to:

- Engage end users in a highly visible venue
- Introduce new packaging and processing solutions
- Position your company as an industry leader

The leads we receive at PACK EXPO typically amount to 50–70% of our sales.

Richard Seery, Manager, Sales & Service, American Film & Machinery

We are inspired by the innovations we see at PACK EXPO.

Susan Rutz, Beverage Productivity Senior Manager, Pepsi Co.
Award-winning media, from PMMI Media Group.

Your customers turn to PMMI Media Group’s market-leading publications and websites to learn about the latest innovations, trends and business solutions. Our brands and cutting-edge ad products offer affordable and effective options for connecting with your customers. Maintain a year-round presence in front of end users, build awareness of your brand and promote your product benefits.

PMMI Media Group also publishes OEM, the Official Publication of PMMI. With your membership you’ll receive this print quarterly, filled with relevant information for those in OEM management, engineering, operations, sales and marketing.

Here’s what we can do for you:

- Build awareness of your brand and products
- Generate leads all year long
- Drive traffic to your website and exhibit
- Increase PACK EXPO engagement
- Provide special ad rates for PMMI members
- Perform custom research specific to your company’s market, product or brand
When customers go looking for answers, they’ll find you.

**Packaging World**
- Read by 50,000 end users of packaging
- 86,000 monthly unique visits to Packworld.com

**ProFood World**
- Print distribution to 35,000 industry professionals
- E-newsletter distribution to 22,000 engaged professionals

**Healthcare Packaging**
- Read by 15,000 life sciences packaging professionals
- 32,000 monthly unique website visitors

**Automation World**
- Read by 50,000 industrial automation professionals
- 62,000 monthly unique website visitors

**Contract Packaging**
- Read by 20,000 CPG decision makers

**Mundo PMMI**
- Reaching professionals who package, process and automate in Latin America
- 63,000 engaged e-database

Contact PMMI Media Group.
312.222.1010 • pmmimediagroup.com
is your answer.

Visit Member Services at
pmmi.org/my-pmmi

Experience PMMI at your fingertips.
Download the PMMI App from your iTunes or Google Play store for notifications on the latest resources.

Listen to PMMI news on the go.
Subscribe to the UnPACKed with PMMI podcast on Apple Podcast or Spotify.