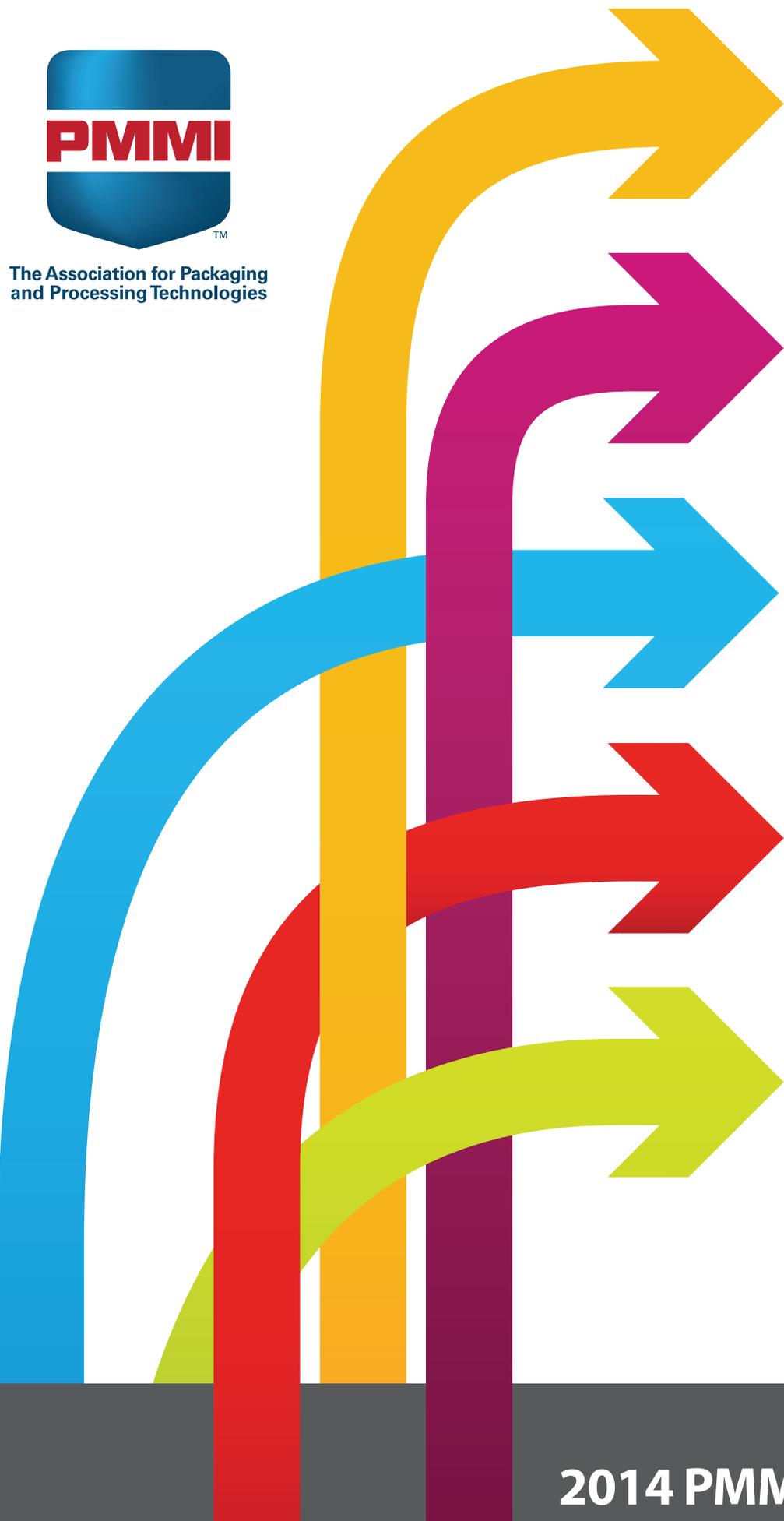




The Association for Packaging
and Processing Technologies



PROVIDE PLATFORMS TO
HELP MEMBERS FIND AND
DEVELOP CUSTOMERS AND
KEY MARKETS

DELIVER ACTIONABLE
BUSINESS INTELLIGENCE

SERVE AS THE STRATEGIC
NETWORK AND KNOWLEDGE
COMMUNITY

PROVIDE RESOURCES
TO ASSIST MEMBERS IN
PURSUING OPERATIONAL
EXCELLENCE

FACILITATE OVERALL
ORGANIZATIONAL
STRENGTH

Mission

Vision

PMMI's Mission is to improve and promote members' abilities to succeed in a global marketplace.

PMMI's Vision is to be the leading global resource for the processing and packaging supply chain.

We are committed to PMMI's vision and mission, and we support them through our strategic themes.

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2014 — The Year We Defined Our Future

In 2014, PMMI, The Association for Packaging and Processing Technologies, launched Pharma EXPO, hosted its largest member meetings ever and acquired B2B publisher Summit Media Group.

2014 was more than a year of successful activities, however. It was the year we began taking PMMI to the next level of strategic growth. We began 2014 by revisiting our strategic plan and how we align our resources, strategies and actions with it. We laid the groundwork to define our future.

PMMI’s strategic themes, which the Board of Directors adopted in September 2014, are the result of a multifaceted process managed and driven by PMMI’s senior staff, in concert with the Strategic Planning Committee. The process included a member impact survey and in-depth discussions with you and your customers about how PMMI can most effectively help you succeed in the marketplace.

This approach provided the direction to be both agile and focused. We are now able to adjust to the market as needed while taking on projects that will allow us to make a significant impact on the processing and packaging industry. Our five strategic themes define PMMI’s future:

Provide platforms to help members find and develop customers and key markets

Deliver actionable business intelligence

Serve as the strategic network and knowledge community

Provide resources to assist members in pursuing operational excellence

Facilitate overall organizational strength

This annual report illustrates how PMMI has begun to put these ideas into action for our members and the industry to fulfill our vision and mission as an organization.



BILL CRIST
CEO, Klicklok-Woodman
Chairman, PMMI Board of Directors



CHUCK YUSKA
President & CEO
PMMI



Executive Committee



Chairman

Bill Crist

CEO, Kliklok-Woodman



Vice Chairman

Jeff Bigger

President, Massman Automation Designs, LLC



Secretary-Treasurer

Paul Irvine

CEO, Plexpack Corp.



Immediate Past Chairman

Rick Fox, Jr.

President & CEO, Fox IV Technologies, Inc.



President & CEO

Chuck Yuska

PMMI

2014 Board of Directors



Rick Allegretti

ARPAC



Dale Andersen

Delkor Systems, Inc.



Mark Anderson

Pro Mach, Inc.



Emmanuel Cerf

Polypack, Inc.



Timm Johnson

Spee-Dee Packaging Machinery, Inc.



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B&R Industrial Automation Corp.



Matt Lerner

Automated Packaging Systems, Inc.



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ADCO Manufacturing



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BluePrint Automation (BPA)



Ole Rygh

Ryson International Inc.



Gary Saunders

Magnum Systems, Inc.



Alan Shuhaibar

BellatRx Inc.



Gary Tantimonico

PDC International Corporation



Mike Wagner

Rockwell Automation

STRATEGIC THEME: Provide Platforms to Help Members Find and Develop Customers and Key Markets

Provide excellence in expositions, trade missions and structured networking and connections.

Strategic Focus Elevates PMMI as Industry Resource & Convener

PMMI wanted to create a 365-day-a-year community that would expand its trade show engagement and connect solution providers and end users, helping them make more informed decisions to improve their businesses. Specifically, PMMI was looking for a digital platform to connect the supply chain throughout the year and keep up with the growth of the association.

Leadership and senior staff set out to establish this digital platform, whether by building or buying it. It was soon apparent that buying a digital platform, rather than building it from the ground up, meant a quicker, more cost-effective and efficient process. After additional research and discussion determined that Summit Media Group had the industry's best multimedia platforms, PMMI acquired Summit on

Oct. 31, 2014, leading to the creation of PMMI Media Group (PMG). PMG is a market-leading B2B media company that produces information for packaging and processing professionals, bringing together solution providers and end users and facilitating connectivity throughout the supply chain. With the largest digital footprint in the industry, PMG is a turnkey solution to one of PMMI's biggest goals.

Fueling the power of this endeavor is the range of talent and resources that PMG adds to PMMI. The combination of PMG's distribution channels and PMMI's information resources, such as business intelligence, work products from the Alliance for Innovation and Operational Excellence (AIOE) and economic outlook reports, is a powerful one for the industry.



PMG is well known for its highly-respected magazines: Packaging World, Automation World, Healthcare Packaging, Contract Packaging and Packaging + Processing OEM. PMMI's Packaging Management Technology (PMT) magazine was folded into the new entity.





C O - L O C A T E D



November 2-5, 2014 • Chicago, Illinois USA

PACK EXPO Shows Break into New Markets

The PACK EXPO portfolio of trade shows was very successful in 2014, setting new records and launching new shows.

Pharma EXPO, co-owned and co-produced with the International Society for Pharmaceutical Engineering (ISPE), debuted as a co-located event with PACK EXPO International. Together, the two shows occupied every building at the largest convention center in the United States, Chicago's McCormick Place. More importantly, the expanded presence for the pharmaceutical community increased opportunities for the cross-pollination of ideas across industries.



ANOTHER NEW MARKET: EAST AFRICA

PMMI entered into a joint venture with Italian trade show producer Ipack-Ima for September's East Afripack, held in Nairobi, Kenya. The nine members exhibiting in the PMMI pavilion also participated in a trade mission to learn more about the emerging market of the East African Community nations — Burundi, Kenya, Rwanda, Tanzania and Uganda.

The year began with the Show Committee's Booth Selection Task Force examining processes to ensure booth selection remains fair for all as the portfolio of trade shows continues to grow.



PACK EXPO INTERNATIONAL & PHARMA EXPO 2014 BY THE NUMBERS

48,400
The number of registered attendees — more than 6 percent over 2012.

2,352
The most exhibitors ever.

The 2014 show spanned over 1.2 million net square feet of exhibit space, for the second-largest PACK EXPO event in our history.

7,000+ International attendees visited PACK EXPO International and Pharma EXPO from 120 countries.

140

The number of students engaging with exhibitors via the Amazing Packaging Race. Racers came from 10 packaging programs.

The number of educational sessions presented by PACK EXPO International and Pharma EXPO: 143 at no charge, including the Pharma EXPO keynote sessions and Innovation Stage presentations, and 36 paid Pharma EXPO Conference sessions.

179

\$34,000

PACK gives BACK™, featuring comedian Jay Leno performing to a sold-out crowd, raised more than \$34,000 for K9s for Warriors, a non-profit group that pairs military veterans with service dogs to combat post-traumatic stress issues.

32

A record-breaking number of organizations participated in the PACK EXPO International and Pharma EXPO Partner Programs.

1,000+

The number of PACK EXPO attendees participating in the Innovation Discovery Program.

EXPO PACK México Sells Out, Convenes Industry in Latin America



The largest edition of EXPO PACK México was also the second consecutive sell-out for the premier processing and packaging trade show in Latin America. Mexico City's Centro Banamex once again housed the show, this year with over 25,000 visitors, more than 1,000 exhibitors and 18,738 net square meters (201,694 net square feet) of exhibit space. Exhibitors came from 20 countries — nine of which organized pavilions — for an event as cosmopolitan as Mexico City itself. PMMI counted 159 members among the exhibitors, including 82 in the PMMI Pavilion. At 2,234 net square meters (24,057 net square feet), the pavilion showed a 5 percent growth in exhibit space over 2013.

Support on Global Fronts

In a global marketplace, PMMI gives its members tools and resources to establish their businesses in the export markets of their choice, whether they are experienced exporters or brand-new to the world of international business.

RESEARCH & EDUCATION

In-depth reports and follow-up webinars provide much-needed data on the processing and packaging markets in Colombia, Turkey and Brazil, while roundtable seminars and educational sessions at international trade shows and the 2014 Annual Meeting combined face-to-face discussion with facts and figures. In addition, PMMI members have shared their experiences exporting to 22 international markets with other members in structured mentoring relationships. The combination of these avenues paints a full picture of the markets under examination.

EXPERIENCE NEW MARKETS

A key part of international expansion is visiting the country and meeting agents, distributors and customers. To help members get a feeling for target markets, PMMI hosted trade missions to Colombia and East Africa. The 19 members who participated enjoyed opportunities to network with agents, potential customers and other members.

PMMI also hosted member lounges, information booths and pavilions at 17 trade shows around the world, serving exhibiting or attendee members on site. Support included meeting space, networking opportunities, interpretation services and, in the case of pavilions, turnkey exhibiting packages that include preferential pricing and location.

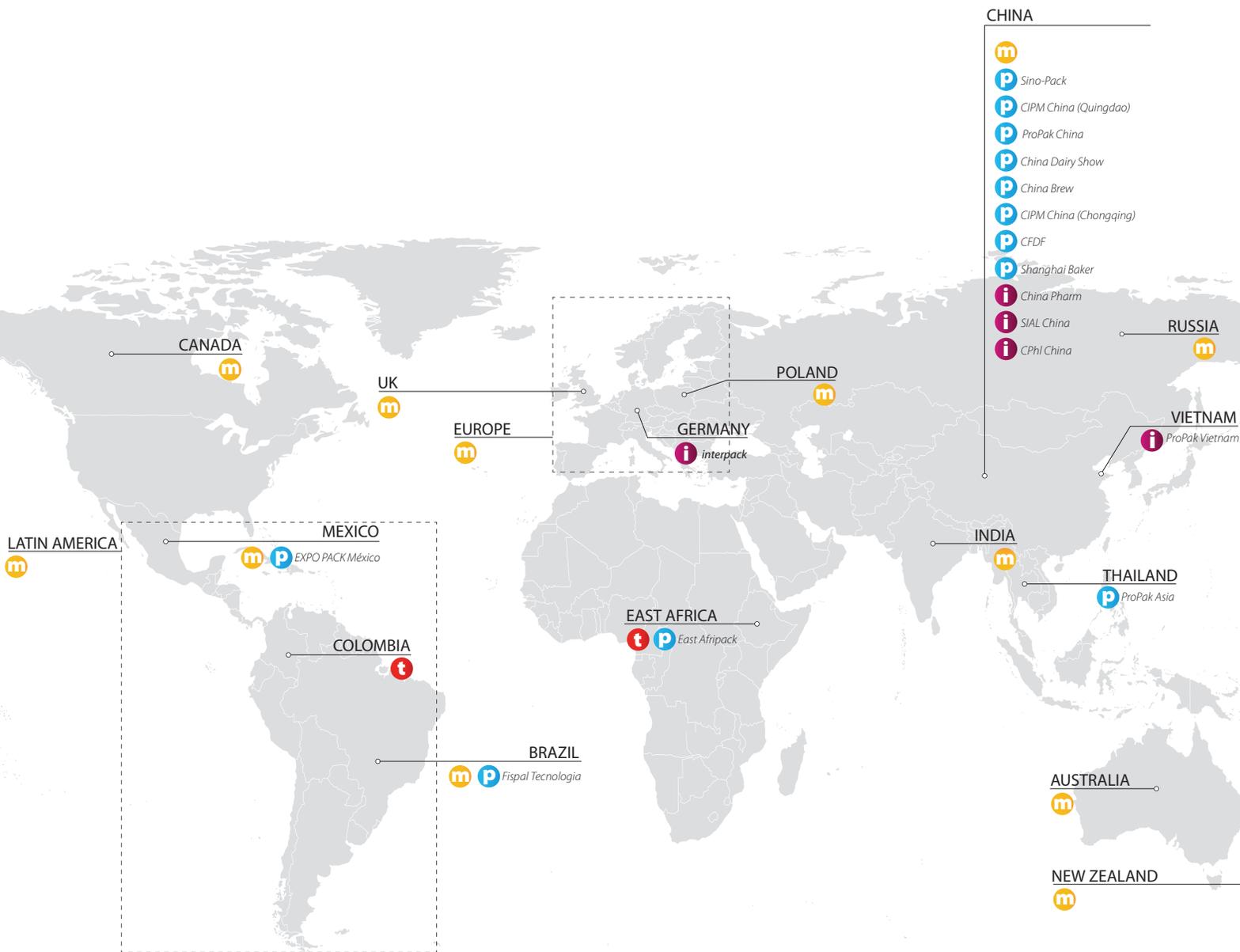
To ease the investment of time and resources that accompanies exhibiting in a new market, PMMI introduced the International Trade Show Assistance Program in 2014. Members received more than \$79,000 in benefits to exhibit in PMMI pavilions at trade shows outside North America — Fispal Tecnologia 2014, ProPak Asia 2014 and East Afripack 2014.



ESTABLISH MEANINGFUL CONNECTIONS

Sales agents are often the best conduit to success in an international market, and PMMI ended the year with 1,524 qualified agents in its Agent Database.

Through the Agent Concierge Program, a platform for sharing agent directories, PMMI staff responded to 164 member requests for information on sales agents in more than 40 countries. Staff also identified 230 agents planning to attend PACK EXPO International 2014, and shared their contact information and demographic details at members' request; 92 members requested this specific directory.



Networking & Connections

PMMI meetings have a reputation as places where members learn from peers, industry experts, economists, thought leaders and customers and engender lifelong business relationships and friendships. Activities include plant tours, thought-provoking presentations, interactive learning sessions and spot-on economic outlooks.



ELC 2014

At the Executive Leadership Conference (ELC), near Palm Springs, California, 121 members from 84 member companies enjoyed business sessions presented by Doug Conant, Chairman, Kellogg Executive Leadership Institute, Jim Prunesti, Vice President Global Engineering, Campbell Soup Company and Alison Levine, team captain, American Women's Everest Expedition.

ANNUAL MEETING

The 2014 Annual Meeting in Rosemont, Illinois, welcomed 272 members from over 152 member companies. Members enjoyed Annual Meeting exclusive features — the annual plant tour, presented by host company ARPAC, and Technology Test Drive exhibits where members network and learn about technologies to improve their businesses.



MARKETTRENDS ROUNDTABLE

The 2014 MarketTrends Roundtable conference hosted 57 members from 41 companies who explored a variety of marketing topics in depth.



TOP TO TOP

Each year's Top to Top conference explores broad industry issues to develop a clearer picture of the market and customer needs. The follow-up report is available to all members, and identifies trends shaping the way members are doing business.



STRATEGIC THEME: Deliver Actionable Business Intelligence

Produce actionable market intelligence to support members' growth strategies, innovation and understanding of trends important to end users and potential partners.

Data are critical to business success — but only if the reader knows what they mean. PMMI's business intelligence efforts in 2014 provided insight on trends in the industries that members serve and want to serve, helping to sharpen members' competitive edge.

It was data for doers — statistics, analysis and intelligence that helped PMMI members grow their businesses.

Business intelligence reports laid out the state of the economy, with tips for navigating the marketplace. Best practice surveys covered engineering, technical services and net sales ratios. Member-requested Quickie Surveys filled in the gaps in members' intelligence efforts, addressing everything from 2D CAD programs to Internet access for employees.

Industry Reports

In 2014, PMMI researchers gathered statistical data and conducted interviews with end users and members to describe the technologies and trends driving five markets: robotics, retail-ready packaging, food

safety and traceability, beverages and secondary packaging. They also laid the groundwork for 2015 reports about the personal care market and the effects of e-commerce on processing and packaging.

The goal of these reports is to deliver actionable business intelligence to members on topics identified through member and customer input.

Engaged & Connected

Subcommittees guide each business intelligence report from PMMI, and in 2014, PMMI added consumer packaged goods companies (CPGs) to the voices developing the surveys and reviewing the reports.

For example, Robotics Network co-leader Bob Bollinger and Machine Controls Technology Leader Mark Lewandowski from Procter & Gamble helped develop the scope and objective of the Robotics Market Assessment study and reviewed the report.

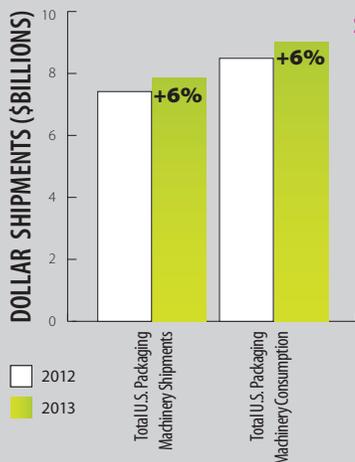
The CPG perspective helps members understand what is important to their customers and, ultimately, to create the solutions their customers need.



Following the Economy

In a complex, global economy, it is important that PMMI give members a full look at the economic landscape so they have the data and understanding they need to make the best possible decisions for their companies.

yesterday



State of the Industry

PMMI's signature study examines general members' shipments at the close of the prior year. In 2014, the study revealed 6 percent growth in packaging machinery shipments from 2012 to 2013.

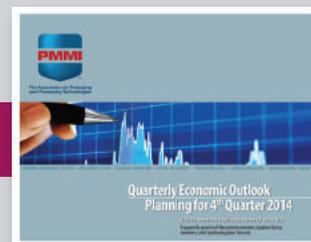
today

PMMI's Monthly Economic Indicator Report explores members' assessments of general business conditions, shipments and new orders, using indicators to interpret the health of the economy and latest business cycles.



tomorrow

Economic Outlook reports tap into the expertise of leading economists to create a picture of the quarter ahead and analyze the best ways for members to approach their businesses given the economic cycle. The Quarterly Purchasing Index uses predictions gathered directly from customers to predict the potential for sales in the coming three months.

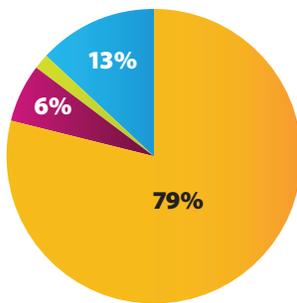


STRATEGIC THEME: Serve as the Strategic Network and Knowledge Community

Actively connect the value chain (OEMs, processing manufacturers, consumer packaged goods firms and other important stakeholders) throughout the year to share knowledge and create innovative solutions to operational, technological and other challenges. Proactively manage messaging across multiple communication platforms that impact relevant audiences in ways that no single member can on their own.

55 new members joined in 2014, for a total of 694 members at year's end.

694 MEMBERS
ON DECEMBER 31, 2014



GENERAL MEMBERS SUPPLIER MEMBERS MATERIAL MEMBERS PROCESSING MEMBERS

Convening the Industry Starts with PMMI Members

In 2014, PMMI's bylaws changed to allow General Member classification to companies manufacturing processing machinery in North America, provided they meet the criteria set forth in the bylaws.

In addition to strengthening PMMI's numbers, accepting processing equipment manufacturers incorporates more of the supply chain and better represents the processing and packaging industry.

2014 also featured a reinvigorated approach to member engagement, with staff visiting 65 member companies over the course of the year.

Collaborating for Operational Excellence

PMMI founded the Alliance for Innovation and Operational Excellence (AIOE) in 2011 to ensure consumer packaged goods manufacturers (CPGs) and original equipment manufacturers (OEMs) are well-connected and well-prepared to solve common operational challenges, make smarter decisions and achieve operational excellence.

Since then, AIOE has brought the convening strength of PMMI to life. This dynamic community of manufacturing, engineering and operations professionals gets its strength from over 170 participants, representing more than 100 CPGs.

In 2014, AIOE provided speakers for five Innovation Stage presentations, and content for many of the feature columns PMMI supplied to trade press in support of PACK EXPO shows. In addition, AIOE participants brought "the voice of the customer" to the PMMI membership, with senior-level executives from CPGs speaking at events such as the ELC and Annual Meeting.



2014 Accomplishments

AIOE consists of seven solutions groups guided by the Manufacturing Excellence Share Group (MESG). In 2014, accomplishments included:

The Operational Reliability Solutions Group released the first generation of its OEE Opportunity Calculator. The next generation OEE Benefits Calculator will be released in 2015.

The Total Cost of Ownership group assembled a template for costs associated with purchasing, installing and operating production line equipment and presented it for peer review.

Members of the Product Safety Solutions Group presented the Validation Guidelines document at the International Association for Food Protection's annual meeting.

The Engineering Solutions Group released "Equipment Design for Low-Moisture Foods," on the Innovation Stage at PACK EXPO International 2014.

The Sustainability group established its Sustainability Excellence in Manufacturing Award in cooperation with Food Engineering magazine.



STRATEGIC THEME: Provide Resources to Assist Members in Pursuing Operational Excellence

Implement relevant targeted learning channels to address workforce development and technology/process improvement opportunities within member companies.

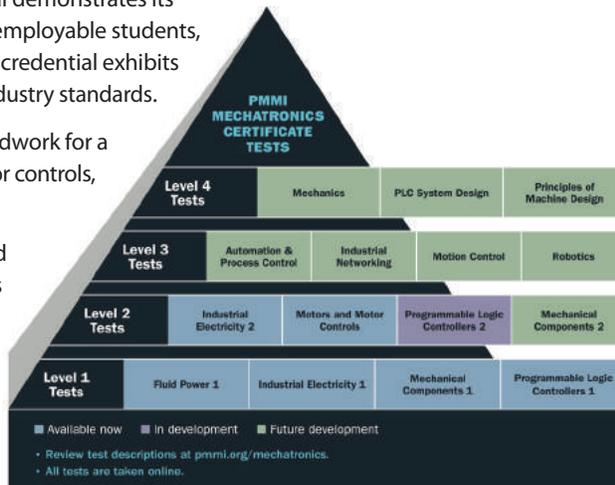


Successful businesses need employees who can innovate. PMMI's education and workforce development efforts support this need — and they're making a difference in the industry.

In 2014, PMMI's Mechatronics standards reached a new pinnacle when the U.S. Department of Labor (DOL) adopted them as a framework for mechatronics apprenticeship programs. Online certificate tests provide a differentiating factor for schools, students and employers. A worker can point to the credential as evidence of his or her job qualifications. A school that uses the PMMI credential demonstrates its commitment to graduating employable students, while an employer using the credential exhibits a desire to meet or exceed industry standards.

In 2014, PMMI laid the groundwork for a new test on motors and motor controls, released in 2015.

With this industry-recognized credential such as this comes another, greater benefit: It allows schools to access DOL grants and establish programs to educate the incoming processing and packaging workforce.



Schools, Students & PACK EXPO

PACK EXPO International 2014 hosted over 900 students from 17 packaging programs.

The team from Rutgers University took first place in the annual PACK Solutions Challenge competition, presented by the PMMI Foundation and sponsored by B&R Industrial Automation. Team members shared \$4,000 in scholarship funds. Second place went to Clemson University (\$2,000) and third place to University of Wisconsin–Stout (\$1,000).

High school robotics teams again showcased their designs at PACK EXPO International. Participating in PACK EXPO gave the students, who came from eight area schools, the opportunity to see the possibilities for engineering careers in processing and packaging.

The field for the 2014 edition of the Amazing Packaging Race, sponsored by ASCO Numatics, was the largest yet. Each of the 28 teams, 140 students in all, worked together to beat the clock and accomplish tasks at participating exhibitors' booths.



Mechatronics Timeline

2003
PMMI members, end users and educators meet to discuss the lack of industry standards for mechatronics. Subsequently, at the direction of the PMMI Board of Directors, PMMI begins work on a mechatronics program.

2009
The U.S. Department of Labor's Competency Model Clearinghouse adds PMMI's skill standards for mechatronics.

2010
PMMI releases its first mechatronics certificate test.

2011
PMMI's mechatronics certificate program becomes part of the National Association of Manufacturers' certification system.

2014
The U.S. Department of Labor releases National Apprenticeship Guidelines for Mechatronics based on PMMI's competencies and certificate tests. These guidelines establish a path into a career in processing and packaging with skills PMMI members and end users have identified as critical.

To date, 772 certificates have been earned:

For member companies, mechatronics certificates are a tool to hire, assess and advance their employees. Individual employees at 56 member companies have earned 133 certificates.

End-user companies use PMMI's mechatronics certificates to evaluate job candidates and established employees. Individuals from non-members hold 298 certificates.

Students in technical programs hold 341 certificates and benefit from an accomplishment that differentiates them in the job market.

e-learning

PMMI's e-learning program improves and promotes members' ability to meet their customers' needs with online training courses appropriate for training new employees or as refresher courses for established staff. The PMMIU platform delivers the following courses:

-
- Troubleshooting Packaging Machinery
(in English and Spanish)**
-
- Basic Mechanical Components**
-
- Basic Electrical Components**
-
- Introduction to Packaging Machinery**
-
- Fundamentals of Risk Assessment**
-

Risk Assessment Workshops

PMMI's Risk Assessment programs help members comply with the European Union machinery directive and meet requirements for U.S. standards of packaging machinery. Since 2008, PMMI has presented Risk Assessment workshops at PACK EXPO Las Vegas, PACK EXPO International and end user and member facilities.

PMMI Certified Trainer Workshops & Recertification

PMMI's "train-the-trainer" program had an outstanding year in 2014, with five open workshops, including a sold-out session at PACK EXPO International. Companies also hired PMMI to conduct customized Certified Trainer workshops at their facilities. The demand stems from a heightened awareness of the importance of quality training.



PMMI Foundation Awards Nearly \$100K

The PMMI Foundation presented nearly \$100,000 to students and programs in 2014, and set aside an additional \$40,000 for tuition reimbursement to support continuing education for PMMI member company employees. The awards included \$38,000 for PACK EXPO International/Pharma EXPO travel scholarships. PMMI provided booth space to 16 packaging education programs as well.

The Foundation also distributed \$42,500 in scholarships for students at PMMI partner schools:

-
- MARK GARVEY SCHOLARSHIP: \$2,500**
-
- CLAUDE S. BREEDEN SCHOLARSHIPS:
\$34,000 awarded to students at nine partner schools**
-
- C. GLENN DAVIS SCHOLARSHIP: \$1,000**
-
- ART SCHAEFER SCHOLARSHIP: \$1,500**
-
- RICHARD C. RYAN PACKAGING
EDUCATION SCHOLARSHIP: \$2,000**
-
- ENERCON INDUSTRIES'
BILL ZITO SCHOLARSHIP: \$1,500**
-

PMMI Presents the Emerging Leaders Network



PMMI launched the Emerging Leaders Network in 2014 to engage up-and-coming industry professionals, and by September, counted more than 130 PMMI member company employees in its ranks. In addition to a well-attended networking reception during PACK EXPO International, the Emerging Leaders Network launched its Leadership Development Program. The pilot class began its six month course of study in 2014, and the second class is scheduled to begin in Summer 2015. Leadership Development Program participants read and study leadership theory and take part in monthly coaching calls that turn their reading and day-to-day activities into lessons they can put in action. This network and educational opportunity fosters a pipeline for improving leadership at PMMI member companies and in the processing and packaging industry. Learn more at PMMI.org/EmergingLeaders.



THE PACKAGING HALL OF FAME CLASS OF 2014:

-
- MEL BAHR, MGS Machine Corporation**
-
- JAMES DOWNHAM, PAC— The Packaging Association**
-
- JOSEPH HOTCHKISS, Michigan State University**
-
- TORU ICHIKAWA, Hosokawa Yoko Co., Ltd.**
-
- BERN MCPHEELY, Hartness International, Inc.**
-
- BOH TSAI, Amerasia Technologies, Inc.**
-

STRATEGIC THEME: Facilitate Overall Organizational Strength

Ensure that PMMI's infrastructure, governance, staff, policies and leadership are aligned to support all strategic objectives and business operations effectively. The extent of any efforts in this area will depend upon the specific initiatives approved for the prior four objectives over the next three years.

Organizational strength is the key to accomplishing everything set before us, and in 2014, PMMI built on its current infrastructure to support the many new initiatives set forth in this report.

PMG Diversifies Revenue Stream

Acquiring Summit Media Group diversifies PMMI's revenue streams and is expected to add approximately \$12 million in revenues to 2015 operations. Diversifying our revenue streams will strengthen our fiscal health as we move into the future.

Integrating PMG

The integration of PMG reinforces our customer-centric approach to business by strengthening the connections between members and their customers. With little duplication between PMG and PMMI staff and their capabilities, the whole is far greater than the sum of its parts.

2014 Comes in Approximately \$1.4 Million Ahead

2014 Budget	2014 Actual (audited)	VARIANCE
\$27,571,922	\$31,811,308	\$4,239,386
OPERATING REVENUES		
\$25,952,700	\$28,809,027	\$2,856,327
EXPENSES		
\$1,619,222	\$3,002,281	\$1,383,059
OPERATING SURPLUS (DEFICIT)		

2013-2014 Budget Cycle Ends Strong

	2013 (audited)	2014 (audited)	2013-2014 BUDGET CYCLE
OPERATING REVENUES	\$21,083,745	\$31,811,308	\$52,895,053
EXPENSES	\$22,027,704	\$28,809,027	\$50,836,731
SURPLUS (DEFICIT)	(\$943,959)	\$3,002,281	\$2,058,322

EQUITY (NET ASSETS)
AS OF DEC. 31, 2014

\$26,133,371



The Association for Packaging
and Processing Technologies

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