



The Association for Packaging
and Processing Technologies

2015 Highlights

UNITES. CONNECTS. EQUIPS.

“ PMMI experienced an unprecedented year of growth and prosperity in 2015. We enjoyed record-breaking attendance at PACK EXPO shows, launched new media products to serve our industry and conducted critical industry research. We engaged with students, CPG professionals and emerging leaders to develop their talent and grow their businesses. Read on to learn about the year’s biggest and most meaningful achievements. ”




Bill Crist
2015 Chairman

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Everything we do is to help our members be successful.

2015 Executive Committee



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2015 Committees

Business Intelligence Committee
Education & Workforce Development Committee
Emerging Leaders Committee
Global Marketing Committee

Industry Relations Committee **NEW in 2015**
Membership Committee
Show Committee
Strategic Planning Committee

We've evolved to serve you better.

The **PACK EXPO** Portfolio of Trade Shows **UNITES** the world of processing and packaging to advance industries.



PMMI Media Group **CONNECTS** manufacturers to the latest solutions, trends and innovations in processing and packaging year-round.



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



PMMI's strength comes from our growing number of engaged members.

64 new member companies in 2015 for a total of **732**

57% of member companies downloaded at least one business intelligence product in 2015

162 member company representatives served on committees in 2015

415 member company representatives attended the Annual Meeting and Executive Leadership Conference in 2015

UNITES.

PACK EXPO trade shows grew in 2015.

PACK EXPO East 2015 (Philadelphia) had a strong debut.

- 6,523 attendees; more than half with final or significant buying power
- 386 exhibiting companies

PACK EXPO Las Vegas and Pharma EXPO 2015 celebrated 20 years with record-breaking numbers.

- 28,650 attendees
- 2,006 exhibiting companies
- \$50,000 raised by PACK gives BACK™ benefited Fisher House
- 40+ vertical markets represented

“PACK EXPO is our biggest show for high-quality lead generation each year.”

Sarrina Crowley, market communications manager, Mettler Toledo



PACK EXPO Las Vegas and Pharma EXPO 2015

4% increase in attendance at PACK EXPO Las Vegas

40% more exhibit space at EXPO PACK Guadalajara

EXPO PACK México 2015 marked its third sold-out show at Centro Banamex, México City.

- 25,000 attendees
- 1,000 exhibiting companies
- 88 member companies from nine countries

EXPO PACK Guadalajara 2015 reached new highs in exhibit space and attendance.

- 11,000 attendees
- 300 exhibiting companies from 20 countries
- PMMI Pavilion nearly doubled in size from its 2013 debut

PMMI announced a new food and beverage processing event, **ProFood Tech**, launching in 2017.



PACK EXPO East 2015

CONNECTS.

PMMI Media Group enjoyed an exceptional first year.

In 2015 the Chicago-based **PMMI Media Group** launched products for new industry segments and provided more engagement opportunities.

Member engagement

A record 500 companies chose PMMI Media Group magazines and digital products to carry their ad messaging.

Packaging World's PACK EXPO Las Vegas 2015 Showcase pre-show planner had 170 advertisers—a 46 percent increase over 2013's PACK EXPO Las Vegas Showcase. Plus, the magazine's Leadership in Packaging Program grew 14 percent, with 160 packaging suppliers participating.

Market engagement

PMMI Media Group secured 10,000 new subscriptions from PACK EXPO Las Vegas registration supporting PMMI's goal of year-round interaction with attendees.

These media products were NEW in 2015:

- **Packaging + Processing OEM**, a quarterly print and digital magazine, launched with a readership of 15,000, and delivered branding and leads for 55 advertisers.
- **Industrial Internet of Things**, a quarterly supplement from Automation World, secured 60 ad pages from 19 suppliers.



Capping a historic year, Signature magazine carried the PMMI Media Group acquisition as its cover story.

- **Second Look**, a customized, printed post-show attendee guide, featured 82 exhibitors from PACK EXPO Las Vegas.
- Healthcare Packaging launched the **Life Sciences Logistics** website, newsletter and playbook, which was downloaded 358 times.

500 companies advertised with PMMI Media Group in 2015, a 33% increase over 2014

3,500 downloads of OpX Leadership Network's Total Cost of Ownership Playbook



“We’re very pleased with the excellent service and results that PMMI Media Group has produced for us. Last year our campaigns generated over 2,000 unique leads.”

Amanda Dahlby, marketing manager, Glenroy, Inc.

EQUIPS.

PMMI Business Drivers move companies forward.

PMMI's Business Intelligence provides the data our members need.

PMMI produced six new industry analyses and market research reports in 2015:

- Aftermarket Parts and Services
- E-commerce
- Flexible Packaging
- Global Packaging Trends
- Personal Care
- State of the Industry U. S. Packaging Machinery Report

PMMI also released:

- Three best practices surveys
- 11 quickie surveys
- Three benchmarking/economic reports

“The PMMI Retail Ready Packaging report provides actionable insights for both today’s business and tomorrow’s possibilities.”



Ginny Fox,
global equipment
product manager,
3M Industrial
Adhesives &
Tapes

430 member companies accessed
PMMI's Business Intelligence

5,152 downloads

25 articles in industry magazines
featured PMMI's research

PMMI's Education & Workforce Development helped train the workers of today and tomorrow.

Mechatronics Certification

- 512 certifications, for a total of 1,231
- Two new tests: Motors and Motor Controls, PLCs 2
- Four new study guides for Level 1 tests

Certified Trainer Workshops

- 92 new PMMI certified trainers from 35 companies
- Totals: 406 from 82 member companies and nine end-user companies



PMMI provided outreach and support to the industry.

The Foundation awarded more than \$100,000 in scholarships to students at PMMI Partner Schools.

Students from these schools attended PACK EXPO Las Vegas 2015 and participated in these events:

- **PACK Solutions Challenge**
32 students from eight PMMI Partner Schools competed for \$7,000 in scholarships.
Sponsor: B&R Industrial Automation Corp.
- **Amazing Packaging Race**
25 exhibitors participated with 45 students from nine PMMI Partner Schools.
Sponsor: ASCO Numatics
- **Future Innovators Robotics Showcase**
FIRST Robotics teams from six high schools showcased their designs. Each school received a \$500 donation.

Dynamic communities benefit our industry.

The **Emerging Leaders Network** grew to more than 200 members in 2015. They stay connected through an active **LinkedIn Group** and networking events. At PACK EXPO Las Vegas, the Emerging Leaders Network hosted a reception for 85 members and their customers.

Geared towards emerging leaders, the PMMI Leadership Development Program graduated its pilot class in 2015 and a second class began in July. Eighteen member companies enrolled their employees in the program.

Leveraging the convening strength of PMMI, the **OpX Leadership Network** brings together a dynamic community of manufacturing,



B&R Industrial Automation Corp. awarded the Cal Poly team first place in the PACK Solutions Challenge at PACK EXPO Las Vegas and Pharma EXPO 2015.

engineering and operations professionals to identify and solve common operational challenges.

In 2015, the OpX Leadership Network grew to more than 100 participating CPG companies and produced a variety of solutions for the industry:

- Updated tools to measure Overall Equipment Effectiveness (OEE)
- Total Cost of Ownership Playbook and Checklist
- Workforce Engagement Guide
- One Voice, Factory Acceptance Tests: Protocols for Capital Equipment in the CPG Industry

“PMMI’s Leadership Development program has changed me profoundly. No matter how self-aware you think you are, this helps you uncover and better leverage the hidden strengths that only others can see.”

Joanna Barros, director of strategic planning, Cozzoli Machine Company

PMMI's Global Marketing provided the research and assistance members needed to compete in a global marketplace.

In 2015, PMMI produced individual reports on Brazil, Mexico and the Middle East, as well as:

- Provided access to 1,960 qualified agents from 75 countries, in addition to 46 experienced export mentors.
- Hosted a Trade Mission to Mexico for eight member companies.
- Organized seven international trade show pavilions with 171 member booths.
- Granted \$150,000 to 30 companies exhibiting at five international trade shows, as part of the PMMI Trade Show Assistance Program.



PMMI's Pavilion at EXPO PACK Guadalajara 2015

“We participated in PMMI's trade mission to Colombia. The experience better positioned us to close business the following year.”

Edel Rodriguez, export sales manager, Russell Finex Inc.



International Business Center at PACK EXPO Las Vegas and Pharma EXPO 2015

PMMI meetings marked record attendance in 2015.

2015 ANNUAL MEETING

255

member company
representatives

153

member companies

**RECORD
ATTENDANCE
2015
EXECUTIVE
LEADERSHIP
CONFERENCE**

160 member company representatives

102 member companies



THE INDUSTRY IS ACTIVE ON PMMI'S SOCIAL MEDIA PAGES.

@PMMIorg Twitter handle gained nearly 1,300 new followers for a total of 8,807.

@packexposhow gained nearly 1,700 new followers for a total of 4,423.

Total engagement (retweets, likes, replies) on both handles was more than 15,000: 7,514 on @PMMIorg, 7,888 on @packexposhow.



A tour of Polypack's plant was a popular event at PMMI's 2015 Annual Meeting.

PMMI reached a financial milestone in 2015.

Thanks to the growing strength of PACK EXPO Las Vegas and the tremendous support for PMMI's first full year of Media Group advertising offerings, 2015 was the first year in PMMI's history that we achieved a surplus from operations in a PACK EXPO Las Vegas year. We expect the 2015–2016 financial results to be the best financial two-year budget cycle from operations in PMMI's history.



Competing teams in the Amazing Packaging Race at PACK EXPO Las Vegas and Pharma EXPO 2015

2015 PMMI Financials

	Actual* (unaudited)	Budgeted	Variance
Revenues	\$39,189,445	\$35,566,163	+ \$3,623,282
Expenses	\$37,689,712	\$36,689,932	\$999,780
Change in net assets from operations	\$1,499,733	(\$1,123,769)	+ \$2,623,502

*Actual results pending audit



You can easily manage the information PMMI sends you, so you receive only the messages that are relevant to you.

Visit the PMMI Preference Center to choose your topics, along with the frequency and method of communication you desire.



The Association for Packaging and Processing Technologies

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