



FPA Resources Library

Member Price Non-Member Price

Business & Economic Research

INDUSTRY DATA		
<i>2009 State Of The Industry Report</i>	Member Benefit	\$3,500.00

This report is the definitive source of information for companies that supply, convert, track or buy flexible packaging. It provides the most current and historical data on industry sales and production, current and anticipated profit trends, sales by product category, capital and expansion plans, mergers and acquisitions, imports and exports, and projected growth markets.

FINANCIAL BENCHMARKING REPORTS	Participant Members Only	Not Available
<i>- Earnings Report</i>		

A semi-annual report that includes financial balance sheet information with a primary emphasis on sales, expenses, assets and profitability performance with year on year as well as prior period comparisons. Available only to members that participate in the Earnings Survey.

<i>- Operating Ratio Report</i>	Participant Members Only	Not Available
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Produced on an annual basis, this report deals with the collection and analysis of operational/manufacturing expenses for flexible packaging manufacturers. This data includes cost component information such as labor; SG&A; materials and other manufacturing; receivables aging; capital spending; and inventory turnover. Available only to members that participate in the Operating Ratio Survey.

<i>- 'Pulse of the Industry Report</i>	Member Benefit	Not Available
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FPA's Fourth Quarter 2008 'Pulse of the Industry' Report, is the most recent in our series of reports to address questions regarding the performance of the flexible packaging industry in the current uncertain economic and turbulent business conditions. The focus was principally short term, fourth quarter 2008 results versus third quarter 2008 and fourth quarter 2007. Areas of business activity surveyed included net sales, volume/output, profitability, inventory levels, capital spending and capacity utilization. In addition, information was gathered to assess expectations for sales performance and volume/output in the first quarter 2009 versus the previous period, fourth quarter 2008.

Market Research

FPA Bi-Annual Polyolefin Market Report, June 2009

Member Benefit

Not Available

Prepared exclusively for FPA Members by Chemical Market Associates, Inc. This Report is not available to non-members.

As part of CMAI's ongoing services for the Flexible Packaging Association (FPA), CMAI has agreed to write a follow up report based on our presentations at the FPA's Fall and Winter conferences. These presentations and reports are focused on polyolefin resins, the highest volume raw material for the Flexible Packaging Industry.

Polyolefin resins to be covered include

- High Density Polyethylene (HDPE)
- Low Density Polyethylene (LDPE)
- Linear Low Density Polyethylene (LLDPE)
- Polypropylene

The report focuses on key issues that are expected to drive the evolution of the industry in the near future.

FPA's Sustainable Packaging Report

Member Benefit

\$3,500.00

The objectives and scope of this report include:

- *Developing an understanding of the state of the Sustainable Packaging Movement, including a perspective on the Sustainable Packaging Coalition's Design Manual, Wal-Mart's Scorecard, and other related initiatives*
- *Compiling definitions and terminology related to Sustainable Packaging*
- *Providing an assessment of when, where, and how Sustainable Packaging will impact flexible packaging including details on Wal-Mart's schedule*
- *Providing an analysis of the Wal-Mart Scorecards including development of a practical primer for FPA members and providing insight and directions for understanding and using the Scorecards*
- *Conducting a top-line survey of select Consumer Product Goods Companies (CPG) on Sustainable Packaging expectations and needs from packaging suppliers*

The Impact of Globalization on the U.S. Flexible Packaging Industry

Member Benefit

\$3,500.00

The 'global marketplace' is a reality, and it will impact the U.S. flexible packaging industry supply chain including converters, as well as equipment and material suppliers. Therefore, FPA commissioned research exclusive to their members to examine the ways in which globalization will impact the U.S. flexible packaging industry and the opportunities created by globalization.

<i>Retail Driven Change: How and Why Retailers Influence Packaging Decisions</i>	Member Benefit	\$3,500.00
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The challenge for retailers today is growing their business after a decade of cost cutting and consolidation. The Flexible Packaging Association commissioned this market research report that examines drivers and dynamics in the retail marketplace and their impact on packaging decisions. Packaging is no longer just about cost. Rather, packaging is a key enabler and driver for the retailer. Successful retailers are looking for value-added packaging solutions that do not compromise performance.

<i>The Impact of Flexible Packaging Imports on the U.S. Flexible Packaging Industry</i>	Member Benefit	\$3,500.00
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This market research report prepared for FPA by Strategic Analysis Inc. evaluates the impact of imported flexible packaging on the U.S. flexible packaging industry. The report provides an analysis of flexible packaging overall and examines the cost structure of 5 specific flexible packaging structures manufactured in China, South Korea, and India. Research included secondary data, an FPA member survey, and 150 field interviews. Over 95% of the information and analysis provided came from the field research. The Appendix of the Report includes a detailed cost analysis by country; and presentations on “Combating Injurious Imports from China,” and “How U.S Manufacturers Can Compete,” and remarks from the Assistant U.S Trade Representative on the “Impact of Imports.”

<i>U.S. Flexible Packaging Industry and Opportunities for Flexible Packaging</i>	Member Benefit	\$3,500.00
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A comprehensive analysis of the \$120 billion U.S. packaging industry. It examines flexible packaging’s position within the total market and reveal opportunities to expand flexible packaging’s share of the market. It explores the major trends, trade-offs and movements between key packaging segments including flexible, corrugated, paperboard, glass, metal cans, plastic bottles and other rigid plastic markets.

<i>Consumer Preferences in Packaging</i>	Member Benefit	\$1,900.00
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This qualitative market research report examines the strengths and limitations of competitive packaging structures and uncovers opportunities for flexible packaging structures in key end-use markets.

<i>Flexible Packaging End-Use Market Analysis Research Report</i>	Member Benefit	\$1,900.00
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Pinpoints new growth market opportunities and identifies the current trends and drivers fueling the expanding flexible packaging industry.

<i>Key Considerations For Effective Reverse Auctions</i>	Member Benefit	\$25.00
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Developed in early 2002, this publication delivers guidance on how to safely navigate the online reverse auction process.

<i>The Impact of Electronic Markets On The Flexible Packaging Industry</i>	Member Benefit	\$125.00
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An FPA white paper that examines the trends in technology, business processes and customer expectations with regard to e-commerce, and gives specific information on how flexible packaging companies can benefit in this arena.

Marketing & Communications

FPA Sustainability Solutions: Examples of the Environmental Advantages of Using Flexible Packaging	Member Benefit	Free
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This brochure provides comparative examples of the many positive aspects of using flexible packaging.

FPA's Sustainability & Flexible Packaging Brochure	Member Benefit	Free
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The brochure addresses the environmental advantages of flexible packaging as well as the value proposition of flexible packaging.

2008-2009 FPA U.S. Flexible Packaging Converter Directory	Member Benefit	\$95.00
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Includes 422 manufacturers of converted flexible packaging used for retail food and non-food, institutional food and non-food, industrial applications, and as consumer products such as trash bags and storage bags.

<u>2009-2010 Flexible Packaging Buyers Guide</u>	Member Benefit	Free
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This comprehensive guide provides detailed purchasing and contact information for over 100 of the finest companies in the flexible packaging industry.

2009 Flexible Packaging Achievement Awards & Innovation Showcase	Member Benefit	Free
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Features the winning entries from the 2009 Flexible Packaging Achievement Awards. This document also includes color photographs and full descriptions of each of the entries from the 2009 Flexible Packaging Achievement Awards competition.

<i>Flexible Packaging Magazine</i>	Member Benefit	Free to qualified converters
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This monthly publication offers information on industry news and trends, material and substrate developments, innovations in equipment, the latest in business management and the FPA Update.

FPA Glossary of Flexible Packaging Terms	Member Benefit	\$95.00
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This Glossary includes definitions of 2800 words used in flexible packaging.

<i>An Industry Takes Shape, The FPA Story 1950 - 2000</i>	Member Benefit	Free
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This comprehensive volume chronicles 50 years of industry and Association milestones and offers insights on packaging trends and innovations.

Safety & Human Resources

<i>2007 Industry Compensation Report</i>	Participant Members Only	Not Available
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Provides data on wage and benefits for both hourly and salaried employees in the flexible packaging industry.

<i>Injury Incidence Rate Report</i>	Participant Members Only	Not Available
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Published quarterly, this report is used by member companies to evaluate individual corporate safety programs. Available only to members that participate in FPA's Safety Survey.

2009, 2008, 2007, 2006, 2005, 2004, 2003 Safety Conference Presentations (CD)	Member Benefit	\$295.00
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Presentations by industry experts on improving the safety performance in the workplace.

Regulatory Information

2009, 2008, 2007, 2006, 2005, 2004, 2003 FPA Environmental Summit Presentations (CD)	Member Benefit	\$895.00
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Presentations from regulators and industry experts, providing regulatory updates and guidance on managing compliance.

<i>Environmental Regulatory Index</i>	Member Benefit	Not Available
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A quarterly compilation of current regulatory activity pertaining to the flexible packaging industry.

<i>Aromatic Amines And Flexible Packaging</i>	Member Benefit	\$25.00
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A legal explanation of the approaches taken in the United States and the European Union to manage the primary aromatic amines issue.

Technology & Manufacturing

Security Guidelines for Flexible Packaging Manufacturers	Member Benefit	\$295.00
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The guidance document for flexible packaging industry that includes security procedures and practices to protect against risks associated with supply chain, physical assets, product manufacturing, delivery and integrity.

Extending Shelf Life Through Advances in Flexible Packaging (CD)	Member Benefit	\$75.00
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Includes technological innovations in flexible packaging materials and design to extend product shelf life.

FPA Closure Technologies Session Reprint	Member Benefit	\$75.00
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Details and presentations from FPA's Closure Technologies Conference at CMM 2001.

Association Information

FPA Report to the Membership	Member Benefit	Free
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This annual report offers a detailed look at the activities and programs within the Flexible Packaging Association.

Benefits of FPA Membership Brochure	Member Benefit	Free
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A trifold brochure with brief descriptions of the Flexible Packaging Association's various programs, initiatives and conferences that can help your company succeed.

2008 FPA Membership Directory	Member Benefit	Not Available
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The industry's yellow pages, the *Membership Directory* is a guide to FPA member companies and key contacts. The directory lists converters, suppliers, international members, member trade press, and academic members. It also contains a list of FPA leadership, committees, and staff, as well as the Association's mission and bylaws.

FPA Industry E-News Bulletin	Member Benefit	Not Available
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The FPA's electronic bulletin with direct links to key industry press releases.

FPA Anti-Trust Compliance Policy and Guidelines	Member Benefit	Not Available
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A 14- page booklet providing a broad view of the U.S. Federal Anti-Trust Laws and guidance for day-to-day conduct.

Sterilization Packaging Manufacturers Council

<i>Sterilization Packaging Manufacturers Council Standards</i>	Member Benefit	\$95.00
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The April 2009 edition of the SPMC Standards includes all fifteen standards.

Designed to eliminate the confusion created when converters and their customers use incompatible methods to determine whether a sterile medical device package meets requirements for packaging quality. The tests detail the proper methodology to review key quality factors.

- i. Average Peel Strength Value of Flexible Barrier Materials (SPMC 001-96)
- ii. Maximum Seal Strength Value of Flexible Barrier Materials (SPMC 006-96)
- iii. Burst and Creep Package Testing Using Internal Pressurization (SPMC 003-96)
- iv. Seal Integrity Dye Penetration Method (SPMC 004-96)
- v. Detection of Leaks in Heat Seal Packages Internal Pressurization Method (SPMC 005-98)
- vi. Seal Integrity Visual Seal Inspection Method (SPMC 008-97)
- vii. Determining Porosity of Flexible Packaging Materials: Gurley Densometer Method (SPMC 007-98)
- viii. Coating/ Adhesive Weight Determination (SPMC 009-02)
- ix. Linear Measurement Using Precision Steel Rule (SPMC 012-02)
- x. Thickness Measurement of Flexible Packaging Materials (SPMC 013-03)

Standard Specifications:

- xi. Dimensional Tolerances of Sterilizable Pouches (SPMC 010-98)

Standard Practice:

- xii. Preparation of Flat Bar Heat Seal Specimens of Flexible Packaging Materials (SPMC 002-96)
- xiii. Evaluation of Chemical Resistance of Printed Inks and Coatings on Flexible Packaging Materials (SPMC 014-03)
- xiv. Ink or Coating Adhesion to Flexible Materials Using Tape (SPMC 015-03)

Standard Guide:

- xv. Guide for Design and Evaluation of Primary Packaging for Medical Products (SPMC 011-00)