

Since our last newsletter the APPMA has been extremely busy participating in a number of key industry events, announcing our scholarship winner for 2016, working towards a new collaborative industry-based awards program for 2017, launching the inaugural Australian Pavilion at ProPak Asia and securing exhibitors for AUSPACK 2017. Further details on all of these initiatives are in this newsletter.

PMMI SPEAKS TO APPMA MEMBERS

As a part of Packaging & Processing Week Rick Fox, Past Chair & Member of President's Advisory Council, PMMI: Packaging Machinery Manufacturers Institute came out from the US to speak to APPMA Members about Global Trends Impacting the Market for Packaging Machinery including Serialisation and Traceability as well as Economic and Technology Trends Affecting the Global Processing and Packaging Industries. Over 50 Members attended this informative event.

2016 AIP NATIONAL CONFERENCE

As the key event in the 2016 Packaging & Processing Week, the AIP National Conference saw over 40 speakers from across 8 countries in attendance.

2016 APPMA SCHOLARSHIP

One of our favourite Packaging & Processing Week initiatives is the annual Scholarship program. The APPMA are very pleased to announce that Michael Seaman, Packaging & Process Improvement Specialist, Integria Healthcare, was awarded the 2016 APPMA scholarship to undertake the Diploma in Packaging Technology.

The APPMA have been running this scholarship for eight years and we are the single largest supporter of education in the packaging and processing industry. The quality of submissions continues to get higher each year making the job very difficult for the judges. This is a true indication that the industry has some talented people looking to further their education so that they are long-term contributors to the industry.

PACKAGING & INNOVATION AWARDS

During Packaging & Processing Week we also formally announced that we would be working with the AIP, the World Packaging Organisation and the Packaging Council of NZ to re-define a new collaborative awards program that will be a true industry-first. To be launched in 2017 at AUSPACK the PIDA Awards will recognise innovation and design from materials to machinery in the packaging and processing industry. Further information will be available on the 2017 PIDA's in due course.

PROPAK ASIA 2016

As most of you would be aware the APPMA launched an inaugural Australian Pavilion at ProPak Asia 2016 which was recently held in Thailand.

The Australian Pavilion was developed as a way to assist Australian packaging and processing manufacturers and distributors to showcase their products and companies to the Asian market. ProPak Asia is Asia's No.1 international processing & packaging trade event for Asia's expanding food, drink & pharmaceutical industries. Exhibitors in the Inaugural Australian Pavilion included Accupack, Adaptapack, Confoil, HMPS, Rhima, the AIP and the host of the pavilion; the APPMA. Outside of the pavilion other APPMA Member companies such as TNA, Heat & Control and Fibre King also exhibited at the show.

The APPMA is very pleased to advise that the Pavilion was a resounding success and all of the exhibitors will be back next year; some bigger and better. We are also seeking Expressions of Interest from other Members who would like to join the Pavilion in 2017. Please email nkelton@appma.com.au for more information.

Overall the last few months has been extremely successful for the Association and our extensive program of activities is an indication that the APPMA are working hard to deliver informative and beneficial initiatives for you our Members. We hope that there is something for everyone.

ARE YOU WELL CONNECTED TO THE APPMA?  

The APPMA recognises the changing role of social media as an additional means of reaching our members, industry contacts, AUSPACK exhibitors and visitors across Australia as a national group. The APPMA has a LinkedIn and Twitter Group and we invite you to join your peers who have already connected.
LinkedIn: <https://www.linkedin.com/groups/4324148/profile>
Twitter: https://twitter.com/appma_AUS



Mark Dingley
Chairman
APPMA

Please mark the following APPMA Members dinners in your calendar. The APPMA Board would like to extend a complimentary invitation to each member company to join us for each dinner. The invitation extends to your staff and colleagues as this is a relaxed networking opportunity for like-minded packaging professionals. Please email appma@appma.com.au to reserve your place.

MEMBERS DINNER

QLD

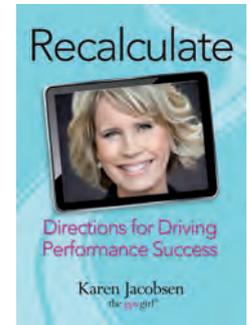
When: **Tuesday 12th of July 2016**
 Where: Gambaros Hotel
 33 Caxton Street
 Petrie Terrace, 4000
 Time: 6.00 pm arrival
 RSVP: No later than Thursday the 7th of July
 Speaker:



Karen Jacobsen
The GPS Girl - THE VOICE OF SIRI

Recalculate: Directions for Driving Performance Success:

Karen Jacobsen is The GPS Girl®, giving directions as the speaking voice of 'Australian Karen' in over 400 million GPS and smartphone devices around the world. A professional speaker, singer and voice-over artist, Karen helps people navigate change. Queensland born and now New York based, she travels the world speaking to groups who want to be able to Recalculate and give their best in business and life. Karen has enjoyed wide media coverage, but she was told she had really made it when she was a clue in The New York Times crossword puzzle.



MEMBERS DINNER & AGM

NSW

When: **Tuesday 6th of September 2016**
 Where: Museum of Contemporary Art Australia
 140 George Street
 The Rocks, 2000
 Time: 6.00 pm arrival
 RSVP: No later than Wednesday the 31st August 2016
 Speaker:



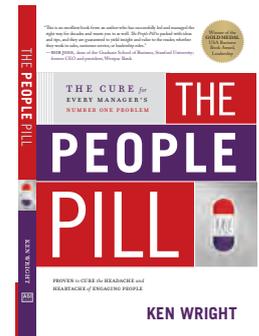
Ken Wright
The Business Growth Consultant & Author of The People Pill Engage4Results

Engaging Team & Customers for Better Business Outcomes:

Ken Wright will teach you why engagement matters and how to inspire your team through effective leadership. All attendees are guaranteed to obtain at least 3 takeaways that cost nothing and will improve morale, motivation, team and customer engagement and bottom line results.

He will also discuss:

- *The benefits of engagement and the cost of disengagement.*
- *How to engage and WOW the customer.*
- *Courageous leadership to solve issues.*
- *Why a leader's attitude & mood is so important.*
- *How to develop an effective plan to develop people.*



MEMBERS DINNER

SA

FOODBANK XMAS HAMPER PACKING DAY

QLD

When: **Tuesday 4th of October**
 Where: 2KW Bar & Restaurant
 Level 8, 2 King William St & North Terrace
 Adelaide SA 5000

When: **Friday the 9th of December**
 Where: Officers Mess, Victoria Barracks
 What: Members spend the day packing Foodbank Hampers to distribute to those in need at Christmas; many of whom are without employment, families with young children and living on the poverty line.



**ACCESSIBLE PACKAGING DESIGN:
EASY TO OPEN & EASY TO USE
HALF-DAY TRAINING COURSE**

VIC

IN CONJUNCTION WITH



NEW COURSE

When: **Wednesday 3rd of August**
Where: Viewpoint Centre
Presenter: **Michael Grima MAIP, Founder, QDesign Enterprises**



This half-day training course will allow attendees to become aware of the required design requirements and understanding the Ease of Use packaging design tools which includes examples from around the world.

BREAKING BOUNDARIES FOOD & DRINK LIVE FORUM

NSW

When: **Thursday 4th of August**
Where: Royal Randwick Racecourse, Sydney
What: Breaking Boundaries, powered by Food & Drink Business Live + PKN Packaging News Live, explores the leading-edge manufacturing, branding and packaging solutions that are winning shelf space and market share for Australia's best products in both local and export markets.

Hear from companies that have launched innovative technology to accelerate change, driving new product development and creative supply chain solutions.

www.foodanddrinkbusiness.com.au/live



International Events of Interest

APPMA will be exhibiting at a number of international trade exhibitions in 2016 including FoodTechPackTech and PACK EXPO.

COME AND VISIT THE APPMA ON STAND 2037B



11th to 13th October
FoodTechPackTech
Auckland, New Zealand

Food & beverage exports currently account for 55% (approx) of New Zealand's total merchandise export value or the equivalent of \$24 billion and as a nation we are well positioned to see this triple over the next 15 years.

Foodtech Packtech (FTPT) will provide a forum for education, discussion and sharing of knowledge and expertise, critical in the sustainability and growth of the industry and export potential. Running strong for over 20 years, (FTPT) is New Zealand's largest food manufacturing, packaging and processing technology trade show.

Co-located in 2016 with the Materials Handling & Logistics Expo the event will attract 250+ local and international exhibiting companies and some 4,500+ qualified visitors. As one of New Zealand's fastest growing sectors FTPT is a must attend event for any business that provides the products, services or technology required to add value to New Zealand's food chain.

If your business provides the products needed to add value to New Zealand's food chain, you need to be at Foodtech Packtech.

www.foodtechpacktech.co.nz

COME AND VISIT THE APPMA IN THE PARTNER PAVILION



6th to 9th November
Chicago
Illinois USA

In 2016, PACK EXPO International will be the largest, most comprehensive processing and packaging trade show in the world in 2016. If you're looking for a trade event that delivers unique supplier innovation, crossover technologies, peer interaction and industry education that will energise, inspire, inform and prepare you for the future, nothing else comes close.

- 45,000+ attendees from 40+ vertical markets
- 7,000+ international buyers from 130+ countries
- More than 2,000 exhibiting companies occupying over 1.1+ million net square feet

The show floor buzzes with machinery in action, interactive learning hubs and networking lounges. More than any other event in North America, PACK EXPO International offers attendees the chance to see technologies in motion, meet with packaging suppliers, explore technology for their industry and get ideas from other markets.

www.packexpo.com

MARK THESE DATES IN YOUR DIARY

2016 APPMA SCHOLARSHIP WINNER

APPMA

Australian Packaging and Processing Machinery Association Limited



The APPMA are very proud to announce the winner of the eight annual scholarship program which enables one person each year the opportunity to undertake a Diploma in Packaging Technology to the value of \$9000. The Diploma in Packaging Technology prepares students to take responsibility for packaging operations at any level through the supply chain. The qualification is internationally recognised, comprehensive, and provides an opportunity to study the principles of packaging, packaging materials and packaging processes. The judges would like to recognise each of the five finalists as they are fine examples of the future leaders of this industry.

The finalists were:

- Shabbeer Ahmed Shaik Mohammed, Packaging Engineer, General Mills.
- Liz Cagorski, Creative Director, Liza Rose Design & Communications.
- Michael Seaman, Packaging & Process Improvement Specialist, Integra Healthcare.
- Evone Tang, Quality Manager, The Kraft Heinz Company.
- Dineshan Thangavel, Packaging Technologist, LION.

The winner for the 2016 APPMA Scholarship winner is Michael Seaman, Packaging & Process Improvement Specialist, Integra Healthcare. Michael was an outstanding candidate who is extremely passionate about packaging. He has a broad understanding of the applications and implications of packaging and the judges believe his passion will greatly assist his studies.

In Michael's own words *"The impact of packaging on, and within, business continues to have me hooked. Moreover, the opportunities to impact both product and the environment, through the choices made on packaging related matters, reinforces that the packaging arena is for me. Put simply, I love working in the field of packaging, and my desire to continue the journey of learning, and applying those learnings, continues to grow."*

Michael will commence his Diploma in Packaging Technology this year and both the APPMA and the AIP look forward to seeing him graduate in a few years.

FOODTECH PACKTECH



NZ'S LARGEST FOOD MANUFACTURING AND
PACKAGING TECHNOLOGY TRADE SHOW

Vanessa White, Exhibition Sales Manager
vanessa@xpo.co.nz or sales@foodtechpacktech.co.nz

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ADDING VALUE TO NEW ZEALAND'S FOOD CHAIN

INTERESTED
IN
EXHIBITING?

Contact our team now



11-13 OCT
2016

ASB Showgrounds, Auckland
Co-locating with Materials Handling & Logistics (MHL)

www.foodtechpacktech.co.nz



LIMITED SPACES



The new Packaging & Processing Innovation and Design Awards (PIDA) marks a number of industry firsts, including a collaboration between three established and respected industry associations in the Australasian region, and the World Packaging Organisation.

Before the announcement at the AIP National Conference gala dinner, PKN Packaging News sat down with key members of the Australian Institute of Packaging (AIP), the Australian Packaging and Processing Machinery Association (APPMA) and the Packaging Council of New Zealand to find out how the program will be structured and how it will roll out.

PIDA has four clear objectives:

- To merge a number of existing awards programs from across Australia and New Zealand into one cohesive industry-based program to recognise innovative packaging and processing designs, from materials through to packaging and machinery.
- For the new awards program to be the exclusive access point to the prestigious World Star Awards, creating global recognition for ANZ innovations each year.
- For the new awards program to be the premier program in Australia and New Zealand.
- For the new awards program to be an annual gala event alongside AUSPACK and the National Conference in alternate years, under the Packaging & Processing Week umbrella.

In the coming months, the program will be fine-tuned. The AIP, drawing on its extensive experience in developing and judging awards programs, will play a large part in developing a recommendation on how the program will work, and how best to merge the criteria and awards from the four associations that will serve the industry's best interests going forward. In terms of timing for the rollout, the New Zealand PIDAs will be launched later this year. The Australian version will have its inaugural presentation on 8 March 2017 alongside AUSPACK at a gala awards night at the Novotel Hotel. The organisations will then work to harmonise the programs to create a single Australasian platform. PKN Packaging News is pleased to announce it has been appointed as the exclusive media partner for PIDA.



ProPak Asia 2016 recorded 1,880 exhibitors over four days from 48 countries including 16 international pavilions of which the inaugural Australian Pavilion was one of the standouts for the show. Exhibitors within the pavilion included Accupak, Adaptapack, Confoil, HMPS, Rhima, the AIP and the host of the pavilion the APPMA. Outside of the pavilion APPMA member companies Fibre King, Heat and Control and TNA also exhibited.

The resounding message from all of the exhibitors within the pavilion was that they saw a stronger presence and profile by exhibiting under the Australian Pavilion banner. For those who have exhibited at ProPak before they indicated that they received more visitors and more interest as a part of the pavilion.



In addition to the Australian Pavilion the APPMA also coordinated a briefing session with the Australian Trade and Investment Commission (Austrade) for all of their exhibitors on Day One, a networking event with the Australian Trade and Investment Commission (Austrade) for over 40 people in the pavilion on Day Three which saw His Excellency Paul Robilliard, the Ambassador for Thailand as their special guest and the AIP also provided speakers for two of the seminars that were held alongside the exhibition.

What the exhibitors had to say about the Australian Pavilion... ***“Being a part of the Australian Pavilion allowed us the opportunity to launch the new Plage machine into the Asian market, extended time with our agent in the region and also face-to-face opportunities with a key client that wanted to see our new machine. We also received better PR and coverage under the Australian Pavilion coordination and we were able to be a part of a more professional look and feel for Australian companies rather than exhibiting by ourself.”*** Auke de Ruyter de Wildt, General Manager, Accupak.



“This was Adaptapack’s first time to exhibit at ProPak Asia and we are pleased that we decided to be a part of the greater Australian Pavilion, rather than just exhibit by ourselves. This event allowed us to gauge opportunities for Adaptapack within Thailand and the surrounding region and we are pleased that ProPak Asia helped us to create awareness about our range of equipment. We look forward to being a part of the pavilion next year.” Rob Lawrence, General Manager, Adaptapack



“HMP exhibited by ourselves last year and being a part of the Australian Pavilion increased our visitors and leads tenfold. HMP was also lucky to have had the ABB cobot Yumi on the stand which certainly drew a significant amount of interest. We look forward to joining the Australian Pavilion again in 2017 and growing the size of our stand.” Mark Emmett, Managing Director, HMP.



“Being a part of the Australian Pavilion and being a first time exhibitor to ProPak Asia completely exceeded all of our expectations. We arrived with no understanding of the market or the opportunities within the region and we have now gained a tremendous knowledge base from the event. The networking opportunities that were provide by the APPMA and Austrade also allowed us to meet new potential clients and partners and we also had the opportunity to attend a site visit which was just fabulous. Being a part of this Pavilion has been our springboard into the Asean Region and we could not speak more highly of the organisation and professionalism of the pavilion. Being a part of a pavilion created more awareness and attention for us and we had greater access to networking through the APPMA and Austrade activities. We realise that there are great opportunities for our business in the Asean Region Now and we look forward to seeing where this may lead for our business.” Stephen Flaherty, Sales & Marketing Manager, Confoil

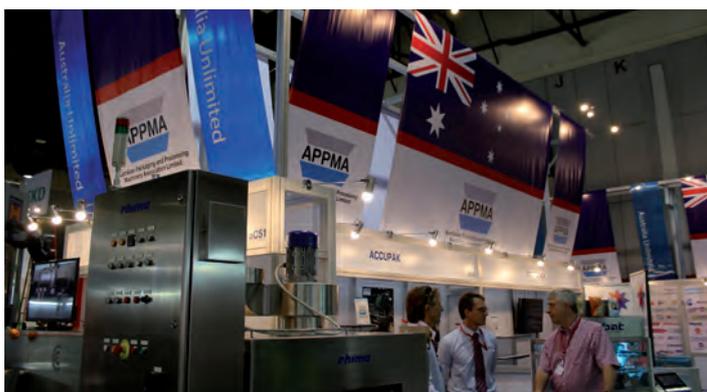


“This was the first time that Rhima has ever exhibited at ProPak Asia and we have never been a part of a larger Australian Pavilion at any show before this one and I have to say both were exceptional. The contacts we have received from the show are excellent and we believe that the awareness that was created by being a part of the greater pavilion was what drew people to our stand. “The networking events that were coordinated by the APPMA and Austrade were extremely professional and we were able to meet and network with some quality contacts and also educate them about our equipment. Rhima has a lot of work to do now off the back of this event in the Asean Region and we are excited about doubling our stand size in 2017 and being part of an even larger Australian Pavilion.” Michael Vandertop, Managing Director, Rhima



“Well what can I say...other than the interest, leads and visitors to the AIP stand was truly overwhelming. What the four-days has proven is that education and training holds great interest in the Asean Region and the AIP has a significant amount of work to do to ensure that we can help everyone with their educational needs. The AIP looks forward to being a part of the pavilion in 2017 as we have only just put our toes in the water and ProPak Asia allows us the platform to help educate people in the region.” Pierre Pienaar, FAIP, CPP, Education Director, Australian Institute of Packaging

The APPMA looks forward to not only hosting the Australian Pavilion again in 2017 but also speaking to other companies who are interested in being a part of this successful initiative. If your company is interested in exhibiting at ProPak Asia 2017 please contact the APPMA on appma@appma.com.au to find out more.





PROPAC ASIA 2016

INAUGURAL AUSTRALIAN PAVILION AT PROPAC ASIA

APPMA

Australian Packaging and Processing Machinery Association Limited





Over 50 APPMA Members had the opportunity to meet Rick Fox, Past Chair of PMMI and Board Advisory member, who came out from the US in late June. Rick presented a paper on statistics and trends from two recent PMMI reports that discussed 'Economic and Technology Trends Affecting the Global Processing and Packaging Industries' and 'Global Trends Impacting the Market for Packaging Machinery including Serialisation and Traceability'. A great event and the APPMA are grateful to Rick Fox and the PMMI for bringing him to Australia.

INNOVATION & BUYERS INSIGHTS



The APPMA held their third annual Member networking event for 2016 in May with over 70 people in attendance. The Association was honoured to have not one, but two speakers; both of whom were exceptional. Najib Lawand, General Manager Market Development, Food Innovation Australia Ltd spoke about Retail & Distributor Buyer Insights from Asia and the Middle East. Having worked as an exporter for over 15 years Najib provided insights on food products and packaging directly from Asian & Middle Eastern buyers; including what they want and need from Australian packaged goods. The second speaker was Andre Teixeira, Entrepreneur in Residence, CSIRO Food, Nutrition & BioProducts who provided the most unique, fascinating and entraining presentation on the importance of innovation. Very few speakers can engage an audience like Andre and the Members thoroughly enjoyed the evening.



Australian Packaging and Processing
Machinery Association Limited



PROPAK
ASIA 2016

AUSTRALIAN DISTRIBUTION OPPORTUNITIES

During ProPak Asia 2016 the APPMA was approached by a number of companies looking to explore whether any of our members are interested in establishing Australian distribution agreements with them. Should your company be interested in talking to these companies about agency and distribution opportunities please email Nerida Kelton on nkelton@appma.com.au

We will continue to send information on each company as it becomes available...



A+F AUTOMATION + FÖRDERTECHNIK GMBH

For more than 40 years A+F has been a leading supplier of End-of-Line packaging machines and equipment and enjoys a high reputation worldwide for the expertise in designing high-quality packaging solutions. A+F provides integrated solutions for the Dairy, Food, and Beverage industries as well as for the Cosmetics, Pharmaceutical, and other industries.

PRODUCT RANGE

As a globally active supplier of integrated innovative system solutions, A+F's portfolio of products comprises a wide envelope of customer-specific solutions in the secondary and tertiary packaging – up to complete packaging lines. A+F has special expertise and reputation in handling, grouping and packaging of a wide variety of products – such as cups, tubs, beverage cartons, flow packs, pouches, and bottles. The product portfolio comprises a wide range of equipment covering the value chain.

Their machine portfolio

- Carton formers
- Pick & Place Handling Modules
- Sleeving and Packaging Systems
- Conveying Equipment
- Robotic palletisers
- Tray and Case Erectors
- Tray and Case packers
- Commissioning Systems/Repackers
- Conventional layer-plate palletisers
- Turnkey Solutions

AGENCY/DISTRIBUTOR PREFERENCE

A+F are looking for an agency/distributor, which has knowledge about some interesting end-of-line packaging projects in Australia and New Zealand. At the beginning they would like to work the APPMA Member on a case-to-case basis.

CONTACT

www.af-gmbh.de



Australian Packaging and Processing Machinery Association Limited



PROPAK
ASIA 2016

AUSTRALIAN DISTRIBUTION OPPORTUNITIES



VENAIR

Venair is engineering company manufacturer of flexible hoses for the food, cosmetics, pharma and biopharma. Venair provide flexible solutions in silicone, teflon, viton, rubber & polyurethane that are FDA, USP Class VI, 3A SANITARY and BFR certified. For more than 30 years VENAIR has marketed and manufactured flexible silicone hoses for the food, pharmaceutical, biotechnological, cosmetic and chemical industries. Whatever the nature of the fluid you convey, its temperature, concentration, working pressure or even the type of cleaning cycles used in your process, VENAIR emerges as the specialist in the transfer of liquid, pasty products or even solids through their flexible solutions. They wish to remain your privileged partner by providing the best formulations of silicone from their Chemists, Engineers and R&D Department. In order to further strengthen their image, they hold the management certificates ISO 9001, ISO 14001, EMAS and also the product 3A 62-02 & 18-03 standardisations, apart of the full product validations required by the top pharma and biotech industries.

PRODUCT RANGE

Venair can customise all kinds of bellows, sleeves, tubing, braided and spring wired hoses as per customer's requirements - Diameter, length and type of connections (fittings or flanges). Venair produces Food and Pharma grade silicone elastomer hoses for conveying liquid or semiliquid products by suction or pumping in the food, pharmaceutical, cosmetic and biotech industries. All their silicone elastomer is platinum cured in accordance with US FDA (Foods and Drugs Administration) Standard 21 CFR 177.2600, the German BfR Standard part XV and the USP Class VI standard. They can provide solutions for filling or transferring all kind of liquids, semi liquids and solids/powder.

AGENCY/DISTRIBUTOR PREFERENCE

Venair would like to collaborate with a company that has in their portfolio other products related to theirs like pumps, piping, tanks, CIP/SIP skids, valves or fittings or are OEM that want to include their products in their machineries or projects.

CONTACT

www.venair.com



IN CONJUNCTION
WITH PACKAGING +
PROCESSING WEEK



AUSPACK.COM.AU
SYDNEY SHOWGROUND
SYDNEY OLYMPIC PARK

**THE WHOLE PROCESS
IN ONE PACKAGE**

LAST WEEK I ATTENDED MY FIRST AIP NATIONAL CONFERENCE

APPMA

Australian Packaging and Processing Machinery Association Limited

Written by Les Cutajar, National OEM Business Development Manager at NHP Electrical Engineering Products Ltd



Last week I attended the 2016 Australian Institute of Packaging (AIP) National conference. The premise of the conference was 2020 Packaging & Processing VISION. Although this group (including food & packaging technologists, consultants, end users and industries experts) operates in a sphere somewhat removed from the electrical and automation segment of the market, there were many benefits obtained. It was a great opportunity to learn more about the packaging industry, the thought provokers who are driving innovation and essentially, develop skills that that can be applied to our industry.

It was an excellent conference to attend, and great to see a community who are passionate about what they do. The conference was filled with an atmosphere of collaboration to a level that I haven't seen through my 25 years working in the electrical and automation industry. It was interesting that the participants and the presenters believe that packaging contributes to the wellbeing of people and helps address some of the challenges faced by the global community. As consumers we often consider packaging as a waste product, ignoring the thought process, science and design that is required for functionality and the aesthetic aspect. It is used to transport, protect, preserve and market a product. There are so many facets to packaging, yet we just rip it off and dispose of it without a second thought. Through this conference I have become a believer with a much greater appreciation.

The participants at the AIP conference share a passion for innovation and sense of responsibility, where maintaining quality and improving shelf life were highlighted as critical concerns.

This attitude appears to be promoted throughout the entire industry, at both a local and global level. International speakers were there sharing information about technologies and emerging standards from Europe and America. They also stressed the importance of packaging in the face of a future where the global population is projected to grow by 50% by 2050.

Thomas L. Schneider (President World Packaging Organisation) provided advice to local exporters in relation to how packaging requirements vary from market to market and why. He also discussed the changes in shopping trends that fluctuate to cater for the diverse tastes and make up of our complex society.

Rick Fox (from the PMMI) talked about several technology trends that are gaining ground with end customers and OEM's. The PackML standard, managed by the OMAC committee, provides a common way for machines from multiple vendors to communicate. The standard evolved from an end user requirement to reduce the time and cost of system integration. This standard is supported by larger suppliers, including Rockwell Automation, one of NHP's major suppliers, who has invested heavily in PackML.

Another requirement growing in popularity is Remote Equipment Monitoring. End users are starting to see the value in letting an OEM dial into a machine remotely rather than fly someone in to examine. You may recall one of my earlier posts promoting a product called eWon. Imagine an OEM dialing into a machine from their headquarters, taking a look at control system programs and live streaming a video to analyse a fault.

LAST WEEK I ATTENDED MY FIRST AIP NATIONAL CONFERENCE

Written by Les Cutajar, National OEM Business Development Manager at NHP Electrical Engineering Products Ltd

The guy sitting next to the programmer is the mechanical engineer who designed the machine, the person who specified the box material sits in the next office. One simple device can give several specialists access to a machine without a single flight or bar bill.

It was enlightening to see that the focus was on outcomes rather than cost. The primary focus was on results and making sure that the materials and processes used were delivered correctly. I believe that this type of thinking could bring major benefits to the electrical and automation industry. Users often get caught up in the price cycle, believing that saving money on equipment is actually going to bring value to their business but it is actually the equipment that provides the value.

Using better equipment and using it in a smarter way is what will provide the greatest value in the long term. The conference was a great opportunity to learn about the end game, we typically help customers with the selection and application of technology but are removed from the type of decisions that packaging specialist make.

This was a 2 day conference with a broad array of topics, I've only been able to touch on a few areas but would definitely recommend attendance for industry professionals who want to get a better understanding of the challenges and initiatives that the packaging industry addresses.

<https://www.linkedin.com/pulse/aip-national-conference-les-cutajar?trk=hp-feed-article-title-like>





ARE THERE REALLY PEOPLE GOING WITHOUT FOOD IN AUSTRALIA?

Yes there are, but hunger is largely a hidden social problem and many victims suffer in silence. Each year two million people rely on food relief – around half of them are children. That’s one in every ten Australians in need.

Despite almost two decades of economic growth nearly a quarter of Australians still live in low economic resource households and 10% live in actual poverty. The prices of essentials like food, health, education, housing, utilities and transport have climbed so much in recent years that people who are already struggling are susceptible to sudden bill shock and financial disadvantage. The current economic climate means people are turning to charity who would never have dreamed of seeking such support in the past. So it’s not just traditionally vulnerable groups such as the homeless seeking food relief, but also the aged, single parents and the working poor.

Children, a casual worker or an elderly couple could be going hungry in any given street. When bills have to be paid, food becomes a discretionary item. Some statistics about the unlucky people in our lucky country: **105,000 PEOPLE ARE CURRENTLY HOMELESS, 2.2 MILLION AUSTRALIANS LIVE IN POVERTY, 10.9% OF CHILDREN LIVE IN POVERTY, 1 IN 4 PENSIONERS LIVE IN OR CLOSE TO POVERTY.**

FOODBANK IS THE
LARGEST
FOOD RELIEF
ORGANISATION IN
AUSTRALIA

“Many of our clients access the food provided by Foodbank, initially, in a crisis where it makes the difference between eating and not eating... ”

MEALS LAST YEAR
40,447,220

MEALS THIS YEAR
32,046,405

FOODBANK XMAS HAMPERS PROUDLY COORDINATED BY





In 2015 over 160 members of the APPMA, AIP, SCLAA and QSCLC, spent their annual Christmas party for the sixth consecutive year with a twist. The members spent the day packing a record 1250 hampers, for Foodbank to distribute to those in need at Christmas; many of whom are without employment, families with young children and living on the poverty line.

The 1250 Foodbank Hampers project is a culmination of twelve months of work, over \$140,000 worth of goods raised to go inside the hampers and generous support from many companies across the country who assisted with the goods collection. The 2015 hampers were worth over \$120 each and were made up of food and personal hygiene products. In 2015 we added an additional 350 x packs for ladies and 100 x packs for nominated charities, with an additional value of \$44,000.

In six years the APPMA, in conjunction with the AIP, the SCLAA and the QSCLC, have packed 4300 hampers to the value of over \$541,000. Nominate your company, your social club or even your family and friends to help collect or purchase items, or even donate funds towards 1000x items from Toothpaste, Toothbrushes, Shampoo, Soap, Deodorant, Tinned Food, Rice, Pasta, Razors to name a few. Help us to make Christmas a brighter time for those in need. If you would like to help with the 2016 Foodbank Hampers Project please email info@aipack.com.au today





Flexibles forge forward

Flexible plastic packaging remains the leading pack type around the world, and is forecast to see the largest absolute volume gains, especially in Asia Pacific.

EUROMONITOR'S 2015 *Global Packaging Trends Report* shows that flexible plastic currently has a total volume share of 29 per cent, or 1300 billion units of the total packaging market. The report predicts that, by 2019, this segment would have a share of 1500 billion units.

This market research study, commissioned by PMMI* and sponsored by AP-PMA, highlights future packaging demand, product categories, and opportunities for growth in packaging amongst fast-growing and maturing world economies.

It forecasts that in the period 2014-2019, flexible plastic will see absolute volume growth of 186 billion units. The bulk of this will be in the Asia Pacific region, accounting for 147 billion units. (Interestingly, North America is the only region where flexible plastic is not the top pack type by absolute volume growth.)

While cigarettes are currently the largest product category in flexible plastic packaging, the category has a forecasted absolute volume decline as a result of a growing health and wellness trend (see Trend-

Watch, *PKN* March-April 16).

Large growth is expected, however, in non-cigarette categories where flexible packaging is required, such as sugar confectionery, biscuits, extruded snacks, baked goods and instant noodles.

The study says that globally, the flexible

category is followed closely by PET bottles, which will experience a CAGR of 4.7 per cent leading to 2019, followed by glass bottles, folding cartons, metal beverage cans, flexible aluminium/paper, thin wall plastic containers, flexible paper, brick liquid cartons, and HDPE bottles.

A BROADENING CUSTOMER BASE

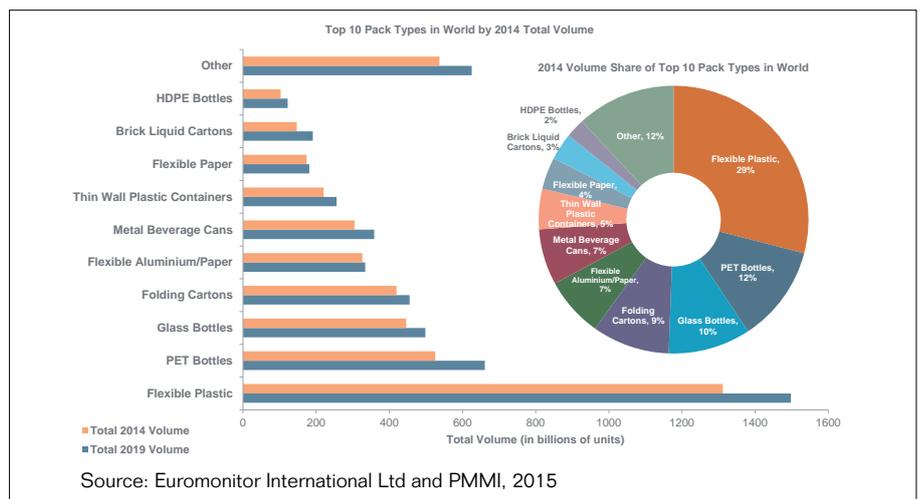
With an urbanising population and larger incomes in developing markets, the Euro-monitor report notes that more consumers are able to purchase packaged goods at modern retail locations.

With penetration of flexible packaging in many traditional developed markets close to saturation, developing countries are becoming the main drivers for growth.

China and India in particular will drive growth in the Asia-Pacific region, which is already the biggest regional market for flexible packaging.

In China, which maintains the largest packaging share (53%) in the Asia Pacific region by far, cigarettes, instant noodles and sugar confectionery are the leading categories for flexible plastic. CAGR for 2014-2019 is set at 3.3% for flexible plastic.

In India, which ranks far behind China with 13.1% volume of the 2014 regional



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packaging market, flexible plastic is forecast to have a CAGR of 7.2% (2014-2019). Here, the sugar confectionery and liquid milk products categories dominate flexible plastic applications. Flexible plastic already has strong penetration in Japan, with baked goods, cigarettes and chilled fish/seafood as the leading categories. The stagnating economy in this region, however, means overall there will be a forecast volume decline of -0.02%, with 0.04% CAGR for flexible plastic in the 2014-2019 period.

Flexible plastic remains widely used across many categories, with new opportunities opening up in barrier pouch applications in beverage and dairy-based products. Although there are growing environmental concerns around flexible packaging's recyclability, the strong trend towards convenience and on-the-go packaging will see it continue to hold ground. ■

* PMMI: The Association for Packaging and Processing Technologies.

REPRESENTING AUSTRALIA AT PROPAK ASIA

THE APPMA will be launching the inaugural Australian Pavilion at ProPak Asia 2016 on 15-18 June in Bangkok, Thailand.

The APPMA identified a need to help Australian packaging and processing manufacturers and distributors by creating an Australian Pavilion at ProPak Asia each year. The pavilion will enable them to showcase their products and companies to the Asian market in an affordable way.

There will be two pavilions and exhibitors will include HMPS, Adaptapack, Rhima, Confoil, AccuPak, the APPMA and the AIP. Outside of the pavilion other APPMA member companies such as TNA, Heat & Control and Fibre King will also be exhibiting at the show.

AccuPak will be launching the new entry level evolution of its successful PLAG sugar linear weigher (the PLAGe); Rhima will display the Revolutionary Tray Washer and other tray washing solutions; HMPS will be demonstrating the new YUMI (ABB) collaborative assembly robot; and Confoil will be showcasing its range of Dualpak paperboard trays, pulp trays, as well as accompanying sealing machinery.



Confoil will display its Dualpak range on the Australian pavilion.

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COO of Chewsr (Simplot Ignite) and Account Executive at Simplot



CRAIG LAMBERT
Co-founder of Slingshot Accelerator and head of Simplot Ignite

SESSIONS INCLUDE:

Accelerating innovation and disruption: Multinational Simplot's Ignite accelerator program will back eight new businesses set to change the future of food. We hear from Angela Edwards about the growing pains of start-up Chewsr, and from Craig Lambert of Slingshot about how big brand owners can accelerate innovation and create new frontiers for their business.

Growth strategies for ambitious independent brands: Victoria Tulloch, founder of marketing company Kindred that works with artisan and boutique brands, will outline steps and hacks to launching and growing ambitious independent brands that consider story, provenance and persona to embrace the needs and desires of a current global consumer.

Designing a brand from the ground up: Will Edwards and Matthew Squadrito will share how Archie Rose developed a suite of products, packaging and consumer experiences to create a new business model that reverses the traditional model of distilling behind doors.

Technology to invade new territory: UK software expert Andrew Dalziel will explore new technology developments and global best practices that could offer an early mover advantage for fast growing Australian manufacturers.

...MORE TO BE ANNOUNCED

PLUS ARCHIE ROSE DISTILLING CO TOUR:

Following the afternoon presentations, we are offering a limited number of delegates the opportunity to experience an exclusive distillery tour and tasting at Archie Rose Distilling Co in Rosebery, where you'll experience the brand story first hand. Transport will be provided to and from the venue.

...MORE TO BE ANNOUNCED

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