is your answer.

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

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

PMMI Media Group connects manufacturers year-round to the latest solutions, trends and innovations in packaging and processing.
As a world-class trade association PMMI always strives to reach new heights, and this past year we took giant steps forward by shattering records, breaking barriers and exploring new horizons.

With a record number of 927 members, PMMI’s ranks inch ever closer to four digits. This growth sparked 312 member company representatives from 162 member companies to attend the PMMI Annual Meeting – making it the largest meeting in PMMI history.

And records did not stop there. PACK EXPO Las Vegas experienced the trifecta of record-breaking numbers: most attendees, most exhibitors and most exhibit space in the show’s history.

Another barrier was broken this year, with the Executive Committee welcoming its first woman: Patty Andersen of Delkor. Patty has served many years on the Board of Directors and as the chair of the Employee Development Committee, previously named the Workforce Development Committee. We look forward to her leadership in this new capacity.

We explored unchartered territory to find new ways to communicate with our expanding membership, resulting in the UnPACKed with PMMI Podcast. With 12 episodes now available, we are increasing our reach among listeners here in the U.S. as well as internationally in Germany, The Netherlands, United Kingdom and Spain. The podcast, along with the weekly Conveyor, PMMI App, pmmi.org website, OEM magazine and social media, provide robust channels to reach our members with information to help advance their business and keep them up to date on packaging and processing insights, research and innovations.

As I end my term as PMMI’s Chairman of the Board, I look back with pride on all we have accomplished and look ahead to the many successes we have yet to enjoy. It was my honor to have served such an active and engaged membership that help make all these accomplishments possible.

Sincerely,

Mark Anderson
2019 Chairman of the Board, PMMI
LEADING BY EXAMPLE
2019 BOARD OF DIRECTORS

2019 EXECUTIVE COMMITTEE:

CHAIRMAN OF THE BOARD
Mark Anderson
President and CEO
Plexpack Corp.

VICE CHAIRMAN
Emmanuel Cerf
Vice President of Sales
Polypack, Inc.

IMMEDIATE PAST CHAIRMAN
Paul Irvine
CEO
Plexpack Corp.

PRESIDENT AND CEO
Jim Pittas
PMMI

Patty Andersen
Delkor Systems, Inc.

Sharron Gilbert
Septimatech Group Inc.

Dave Navin
Spee-Dee Packaging Machinery, Inc.

Viggo Nielsen
Mettler Toledo

Dana Greenly
ASCO

Mike Odom
HolwegWeber

Martin Prakken
BluePrint Automation (BPA)

Ed Howe
Enfield Technologies

Ole Rygh
Ryson International Inc.

Matt Jones
Dorner Mfg. Corp.

Jonathon Titterton
Coesia Group

Bruce Larson
Barry-Wehmiller Companies, Inc.

Nancy Wilson
Morrison Container Handling Solutions

Ross Long
Bosch Packaging Technology / Kliklok-Woodman

2019 COMMITTEES:

Business Intelligence
Emerging Leaders
Employee Development
Future Workforce
Global Marketing
Industry Relations
Membership
Program Planning
Show
Strategic Planning

Thank You to Patti Fee for 29 Years of Service

PMMI celebrated the many contributions Patti Fee, vice president of meetings and events, made to PMMI from 1990 to 2019. Patti broke new ground as the first woman vice president at PMMI. Her drive for excellence and personal attention to all member, attendee and exhibitor needs has helped grow our meetings and events in both attendance and professionalism.

We wish Patti and her husband John a long and happy retirement.
PMMI BY THE NUMBERS

**PMMI BUSINESS DRIVERS**

- 81 new members welcomed, bringing PMMI ranks to 927
- 26 new Business Intelligence products released
- More than $200,000 in scholarships awarded
- More than 700 attendees joined the Packaging and Processing Women’s Network breakfast in Las Vegas.
- Over 450 member company representatives came together at the Executive Leadership Conference and Annual Meeting

**PACK EXPO**

- Over 100 attendees at the International Networking Breakfast
- More than 250 members at 6 international trade shows
- More than 6,000 bags of food packed by robots at PACK EXPO Las Vegas and Healthcare Packaging EXPO for Blessings in a Backpack
- More than 2,000 exhibitors and 31,000 attendees covering nearly 900,000 net sq. ft. made PACK EXPO Las Vegas and Healthcare Packaging EXPO the largest ever
- Nearly 400 rising OEM and CPG leaders attended the Young Professionals reception during PACK EXPO Las Vegas and Healthcare Packaging EXPO

**PMMI MEDIA GROUP**

- 530 show-related articles, videos and podcasts posted during PACK EXPO Las Vegas
- 308,000+ contacts in North America, 123,000+ contacts in Latin America
- 235 new advertisers welcomed
- Over 3,000 digital campaigns completed
- Packaging World celebrated its 25th anniversary
BUSINESS INTELLIGENCE

Powerful Research to Advance Your Business

• Business Intelligence Insights weekly e-newsletter brought PMMI members the critical information they need right to their inbox.
• VIP Comp Code program allowed PMMI members to be a resource for customers, giving them access to PMMI’s industry and economic reports.
• Six Quickie Surveys were requested by members and results released.
• Over 7,400 report downloads were executed.
• A new record! 26 Business Intelligence products were released in 2019 including:
  - Robotics - Innovation 2 Implementation
  - Trends and Advances in Food Packaging & Processing
  - Aftermarket Opportunities for OEMs
• 357 member companies accessed PMMI’s Business Intelligence.
• More than 500 articles in PMMI Media Group publications and industry magazines referenced PMMI Business Intelligence (as of the end of 3rd quarter).

“The business intelligence reports are a great resource to help plan the future strategy of our business. They help us to understand the overall performance of the industry as well as different market segments we want to go after. Additionally, the Quickie Surveys are a great way to gauge how different members handle things that come up in our business”

-Greg Berguig, Vice President, PAC Machinery

Bussiness Insights

- Business Intelligence Insights weekly newsletter
WORKFORCE DEVELOPMENT

Employee Development

Future Workforce
PMMI hosted seven CareerLink LIVE events across the country, from Florida to Nevada.

PMMI U at PACK EXPO
Nearly 400 students attended PACK EXPO Las Vegas and Healthcare Packaging EXPO, with 16 two-year technical schools and four-year colleges and universities represented.

The PMMI Foundation’s fundraising golf tournament prior to PACK EXPO helped raise over $40,000 for packaging and processing education. In 2019, over $200,000 in academic scholarships were awarded, with $50,000 going to the new Family Member Scholarship, which supports immediate family members of member company employees who are interested in packaging and processing as a career choice.

Skills Fund
PMMI U launched its Skills Fund, which matches a member company’s contributions up to $50,000 per year to support regional education programs of their choice and up to $10,000 per year for work-related, multi-employee corporate training initiatives like PMMI’s industry training offerings (Certified Trainer, Risk Assessment and Fundamentals of Field Service Workshops) or external offerings such as LEAN training. In 2019 PMMI provided over $268,000 to regional education programs supported by PMMI members. The Skills Fund also distributed more than $156,000 in training funds to upskill our members’ current workforce.

“The Skills Fund has been a game changer for our small business! We are growing very quickly, and these funds have allowed us to keep up with our ever-changing skills needs. Through the Skills Fund we have been able to provide superior education to our growing team that would have been impossible otherwise. We credit the fund to helping us keep up with our own growth.”

Alicia Cannon, Chief Executive Officer, Apex Filling Systems

In partnership with Nuts, Bolts and Thingamajigs, PMMI conducted presentations to over 30 schools interested in hosting a summer manufacturing camp. PMMI will financially support 10 co-branded new camps to be held in the Summer of 2020.
GLOBAL MARKETING

- Hosted a pavilion at six international tradeshows with four presentations and two networking events.
- Produced seven reports, including reports on Mexico, India, China, Thailand and Leading Practices for International Trade Shows with five webinars to support the information.
- Over 1,900 agents in the Sales Agent Directory with 145 agents being at PACK EXPO Las Vegas.
- More than 200 companies downloaded our market research.

“PMMI’s Global Marketing resources have been a great help to PlexPack. I’ve downloaded many of the international reports, found great information about the markets I’m interested in and received great export advice. I’ve also participated in the North American pavilions at the different international shows and I know that the Trade Show Assistance program has really helped our company explore new markets.”

- Adrian Hermosillo, PlexPack

Consumer Packaged Goods (CPG) executives discussed OpX Leadership Network work products, including TCO, FAT, RFP and others at The Forum, An Industry Knowledge Exchange at ProFood Tech and PACK EXPO Las Vegas. Solutions were also presented at the PMMI Roadshow and the Annual Meeting.

The OpX Leadership Network revamped its brand, introducing an updated website design, marketing collateral and full suite of infographics.

Nearly 400 rising OEM and CPG leaders attended the annual networking reception during PACK EXPO Las Vegas and Healthcare Packaging EXPO.

PMMI recognized 12 emerging leaders during the On the Rise Awards at the Annual Meeting. These rising stars display leadership potential in their daily work at PMMI member companies.

ProFood Tech convened 120 industry professionals for an event featuring Diane Wolf, consultant and former vice president at Kraft Foods, and Karen Norheim, executive vice president at American Crane and Equipment Corporation.

The PMMI Roadshow in Roswell, Georgia, gathered a group of local women in the industry to learn more about PPWLN.

PACK EXPO Las Vegas drew a record crowd of more than 700 attendees to hear from Ellen Ochoa, the first Hispanic woman to go to space.
PMMI’s Executive Leadership Conference and Annual Meeting brought together more than 450 member company representatives to exchange ideas, learn from expert speakers and grow their network.

At PMMI’s Joint Committee Meeting, 136 executives from 94 member companies came together to discuss support of the association’s 2019 strategic direction.

The 2019 PMMI Roadshow connected members of CPA, IoPP and PPWLN at B&R Industrial Automation Corp. in Roswell, Georgia.

Members also networked at a regional dinner in Toronto and at The Automation World Conference & Expo held last spring in the Chicago-area.
REACHING OUR MEMBERS

UnPACKed with PMMI Podcast: PMMI News When and Where You Want
PMMI launched the UnPACKed with PMMI Podcast, a new way to learn about packaging and processing insights, research and innovations. Our members’ most pressing business challenges are addressed in lively discussions with industry influencers, executive Q&As and relevant case studies. In 2019, UnPACKed with PMMI published 14 episodes totaling about 5 hours of content, the most popular being Get to Know the CEO, an interview with Jim Pittas, CEO of PMMI. While majority of our listeners are in the US, we also have listeners all the way in Germany, The Netherlands, United Kingdom and Spain.

The UnPACKed with PMMI Podcast can be streamed online or on smartphone apps like Spotify and Apple Podcast. To start listening, search for “UnPACKed with PMMI” in your podcast app of choice and be sure to click “subscribe” so you can receive an alert whenever we upload an episode.

PMMI App: PMMI in the Palm of Your Hand
The PMMI App kept members up-to-date on all PMMI programs and services. Download the PMMI App from your iTunes or Google Play store (search for PMMI app) and login using you PMMI member email and password.

PMMI Conveyor: All the PMMI News You Need to Know!
The PMMI Conveyor provided members a weekly update on the events, news and important deadlines. Members can subscribe to the PMMI Conveyor at pmmi.org/preferences, scroll down to newsletters and click “yes.”

PMMI GROWS SOCIAL MEDIA

LinkedIn:
- PMMI posts on LinkedIn achieved over 340,000 organic impressions.

Twitter:
- PMMI tweets have gained over 500,000 impressions.
- PMMI saw a 5 percent uptick in followers, reaching nearly 13,000.

Facebook:
- Following increased by 40 percent totaling over 2,500 page followers, and more than 1,900 page likes.

PACK EXPO Twitter:
- Exceeded 260,000 impressions, and experienced a 9 percent uptick in followers totaling over 9,800.

PACK EXPO Facebook:
- Achieved a 24 percent uptick, totaling more than 9,400 followers.
PMMI Media Group grew the PMMI database with new magazine subscribers, show attendees and those who have engaged with online content.

308,000+ contacts in North America
123,000+ contacts in Latin America

We established new customer relationships and grew our newest titles.

- ProFood World gained 85 new advertisers and grew print share-of-market by 50 percent.
- OEM magazine, the official publication of PMMI, welcomed 52 new advertisers.
- Mundo PMMI, our newest brand, now has 37 advertisers.
We broadcast the excitement of PACK EXPO Las Vegas.

PMMI Media Group posted over 530 show-related articles, videos and podcasts covering exhibitor innovations, the Forum and Innovation Stage presentations during PACK EXPO Las Vegas and Healthcare Packaging EXPO 2019.

We served the industry.

All six of our media websites were redesigned with a contemporary look and improved user experience that’s great on mobile and with site load times over 50 percent faster!

Our production team completed over 3,000 digital campaigns, including a record number of PAN (PMMI Audience Network) campaigns.

We celebrated a quarter century of success!

During Packaging World’s 25th anniversary year, our monthly “Then & Now” feature highlighted changes in everything from caps and closures to labels, e-commerce, sustainability and workforce. Cheers to the wonderful world of packaging.

“… when I first received OEM, I thought ‘Wow, this is a really good magazine!’ It’s pertinent to the things I care about … [and] a good source to find fellow members that you can network with and gather more detailed information regarding a specific subject that affects your company.”

- Tom Ivy, President, Drake Loader, CVP Systems, RapidPak and M-Tek

“I’m a machine builder so that’s what I like to read about. How the machines are built and how the other companies use the latest technology and innovation, and you find that in OEM magazine … There’s a lot of opportunity for readers to see new technologies, new companies and make those first-time purchases because of OEM magazine.”

- Brian Ormanic, Applications Engineer, ARPAC
The biennial ProFood Tech, produced by PACK EXPO, Koelnmesse (organizer of Anuga) and the International Dairy Foods Association (IDFA), exceeded expectations by attracting quality attendees - more than 73 percent of attendees had significant or final buying power and exhibitors saw a 20 percent increase in leads.

4,781 attendees
414 exhibiting companies
106,000+ net square feet of exhibit space

The largest show in EXPO PACK Guadalajara history, the event offered direct access to the packaging and processing industries in Latin America attracting buyers from throughout the region.

16,000 attendees
665 exhibiting companies
161,243 net square feet of exhibit space

“Right from the opening of Healthcare Packaging EXPO on Monday morning, we had great traffic made up of quality people who had substantial, decision-making positions in their companies.”
Roger Toll, Executive Vice President, Marchesini

PACK EXPO Las Vegas and Healthcare Packaging EXPO 2019 hit an unprecedented trifecta of record-breaking numbers: the most attendees, exhibitors and exhibit space in the show’s history.

31,007 attendees
2,015 exhibiting companies
~900,000 net square feet of exhibit space
PMMI projects to exceed its 2020 financial goals from operations by $1,355,670. This positions PMMI for another strong financial result for the two-year budget cycle 2019-2020.

Traditionally, PMMI expenses exceed revenues in the odd numbered PACK EXPO Las Vegas year, and the association operates at a deficit. Combined, the two-year cycle, including PACK EXPO International, provides a net surplus to PMMI.

PMMI 2019 Financials (Project) (Unaudited) Budgeted Variance

<table>
<thead>
<tr>
<th>2019 PMMI Financials</th>
<th>Projected (Unaudited)</th>
<th>Budgeted</th>
<th>Variance</th>
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<tbody>
<tr>
<td>Revenues</td>
<td>$44,377,129</td>
<td>$44,580,484</td>
<td>($203,355)</td>
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<tr>
<td>Expenses</td>
<td>$46,546,785</td>
<td>$48,105,810</td>
<td>($1,559,025)</td>
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<tr>
<td>Net income (loss) from operations</td>
<td>($2,169,656)</td>
<td>($3,525,326)</td>
<td>$1,355,670</td>
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</tbody>
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UPCOMING EVENTS

2020 Schedule

March 3 – 5  
PACK EXPO East  
Pennsylvania Convention Center  
Philadelphia

April 18 – 21  
Executive Leadership Conference  
JW Marriott Marco Island Resort & Spa  
Marco Island, Florida

June 2 – 5  
EXPO PACK México  
EXPO Santa Fe, Mexico City

June 9 – 10  
ProFood Live  
Chicago Marriott O’Hare  
Chicago

October 5 – 7  
Annual Meeting  
Detroit Marriott at the Renaissance Center  
Detroit  
Hosted by: Fanuc

November 8 – 11  
PACK EXPO International and Healthcare Packaging EXPO  
McCormick Place  
Chicago

2021 Schedule

April 13 – 15  
ProFood Tech  
Lakeside Center, McCormick Place  
Chicago

April 25 – 27  
Executive Leadership Conference  
Fairmont Mayakoba  
Playa del Carmen, Mexico

June 15 – 17  
EXPO PACK Guadalajara  
Expo Guadalajara  
Guadalajara, Mexico

September 27 – 29  
PACK EXPO Las Vegas and Healthcare Packaging EXPO  
Las Vegas Convention Center  
Las Vegas