

# ISGA Presentation

*August 2012*

# Agenda

- Inline Plastics Overview
- DPET Material Advantages
- New Container Advantages / ROI
- Packaging Business Review
- Inline Plastics Awards
- Automation
- Q & A

# Inline Plastics Overview

- *Top Quality Thermoformer of Plastic Clamshell Packaging for over 40 years*
- *3 Plants – Shelton, CT / Atlanta, GA / Salt Lake City, UT*
- *Size / Depth of Line*
- *Heavy Concentration on Innovation for the Mass Markets - Safe-T-Fresh® – Tamper Resistant*
- *Automation Solutions*

# Environmental Advantages of DPET Material

- Traditional sheet forming processes start with resin pellets that are fed into large dryers to eliminate water in the melting process. These dryers require tremendous amounts of energy to operate.
- The PET resin will then go into a screw drive that melts the material into liquid form before it goes into the extruder rolls. More energy is used in this phase.
- The DPET sheet forming process is a Direct to Sheet technology, which creates the resin from the raw materials suitable to go directly into the extruder, eliminating the drying and melting process.

# Environmental Advantages of DPET Material

- **Result** -- With the elimination of the drying/melting process, DPET sheet can be formed with as much as 30% less energy than the traditional process.
- **Conclusion**: DPET has a carbon footprint 27.6% lower than PET with no recycled content, mainly due to energy savings in the production process.
- **Conclusion**: DPET has the same carbon footprint as 50% post-consumer recycled content rPET (very rare in the market); in most cases DPET is superior to recycled materials

# **New Container Advantages**

- Tamper Resistant – Safe-T-Fresh Feature
- Stands on it's own or has hang tab feature
- Easy to close
- Product stays closed
- Made from DPET material
- Automation solutions available
- Container is the Industry Standard for Tamper Evident Packaging

# Packaging Business Review

- The new Safe-T-Fresh container has a tighter perimeter seal design that provides increased shelf life, freshness, and better protection of the products.
- The container has strategically positioned vents on the sides that ensure that water or moisture from misting will not leak into the container and cause wilting.
- The container also features an integrated hang-tab to enable better merchandising of Sprouts on racks and pegboard displays throughout the store. The hang-tab pops up out of the hinge area as the container is closed, and the container is ready for hanging.
- The Safe-T-Fresh containers incorporate a tamper-resistant locking mechanism and a tear-strip hinge that the consumer removes to gain access to the contents of the container. The design eliminates the need for shrink-bands or wrap-around labels to prevent product tampering, as well as protecting the sprouts better than many types of flexible packaging.
- Besides reducing wasteful packaging, the vented container is manufactured from a low carbon, 100% recyclable #1 DPET plastic.

# How this Container will benefit your customers and you!!!!

- Eliminates unnecessary costs (2 – 3 cents)
  - Label currently used to keep product closed
  - Labor associated with applying label
  - Reduces SKU, orders, inventory etc.
- Automation Solutions
  - Will help reduce your labor costs and increase profits (ROI)
- Better Sell Through
  - Shrink will be reduced as customers are currently losing 2% - 3% due to product opening unnecessarily



# Increasing ROI

- ROI will increase for your customers and you!
  - If Sell Through is currently 85% and we are able to reduce the shrink to 1% with this container you will be able to increase Sell Through by 1% or 2%
  - Increasing your Sell Through will decrease your chances of losing business with your current customers and will improve your chances of picking up additional business with new customers

**Inline Plastics Corp.**

*Good Things Come In Our Packages*

# **INNOVATION and SUCCESS**

**Inline Plastics Corp.**

**R&D and Marketing**

# PMA Award - 2008

"Best in Food Safety"



# Supply Chain Efficiencies Award



# PMA FRESH SUMMIT

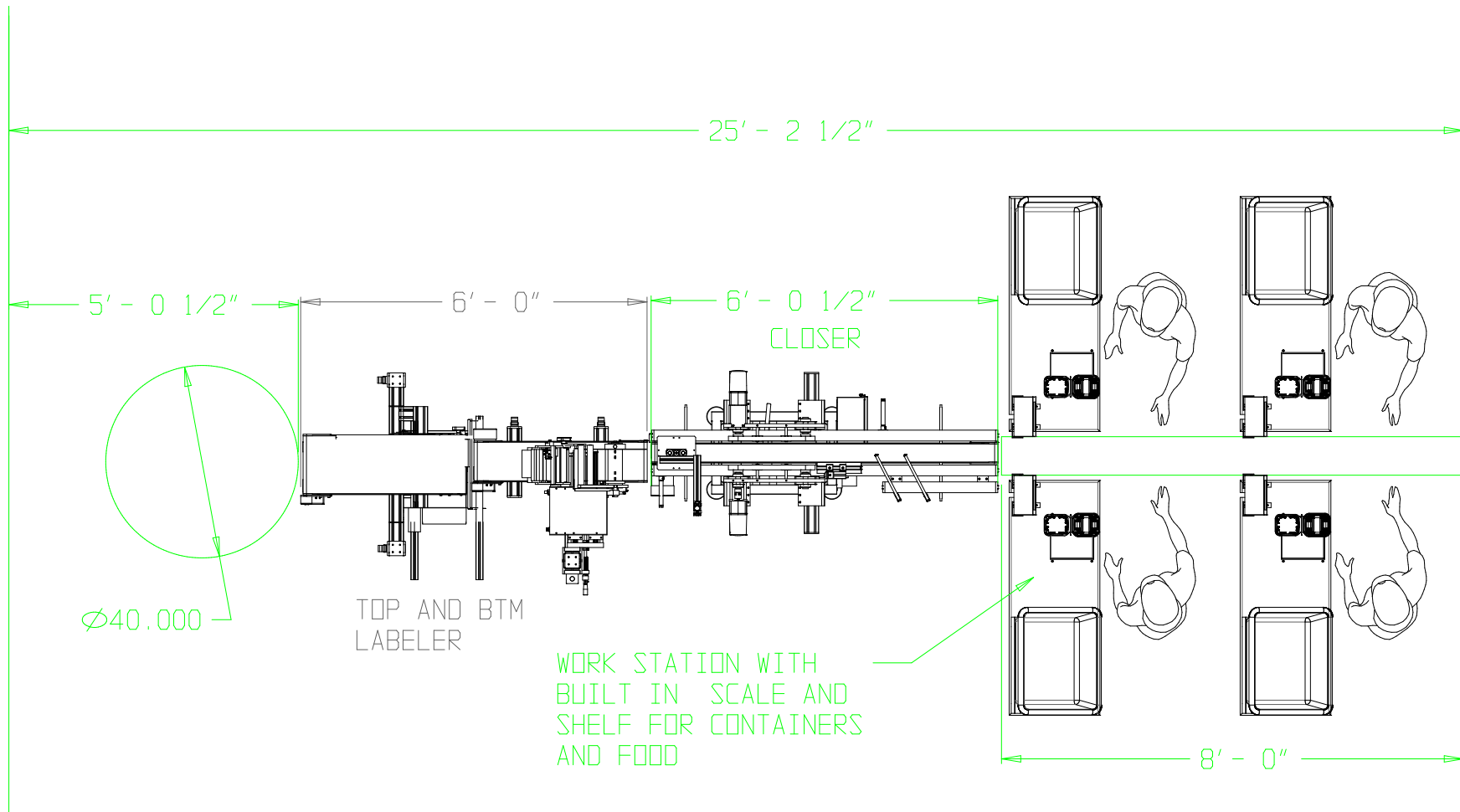
- Displayed in the New Product Showcase Shelf
- PMA Impact Award Nomination
  - Made it to the finals!
  - 1 of 28 Finalists

# What Can Automation Do For You

- We generally can supply equipment to our customers cheaper than they can get on their own
- We can do floor plan layouts, head counts and ROI calculations to make you feel confident about the purchase
- We will provide a service call with any new equipment installation and provide onsite training
- Most small to medium processors need labor savings with low investment. Your business is not always guaranteed and you need fast payback. We are generally under \$100K for a complete line
- We will support the equipment for the life of ownership

*Safe-T-Fresh*<sup>®</sup>

# Sample Floor Plan



# STF CLOSER

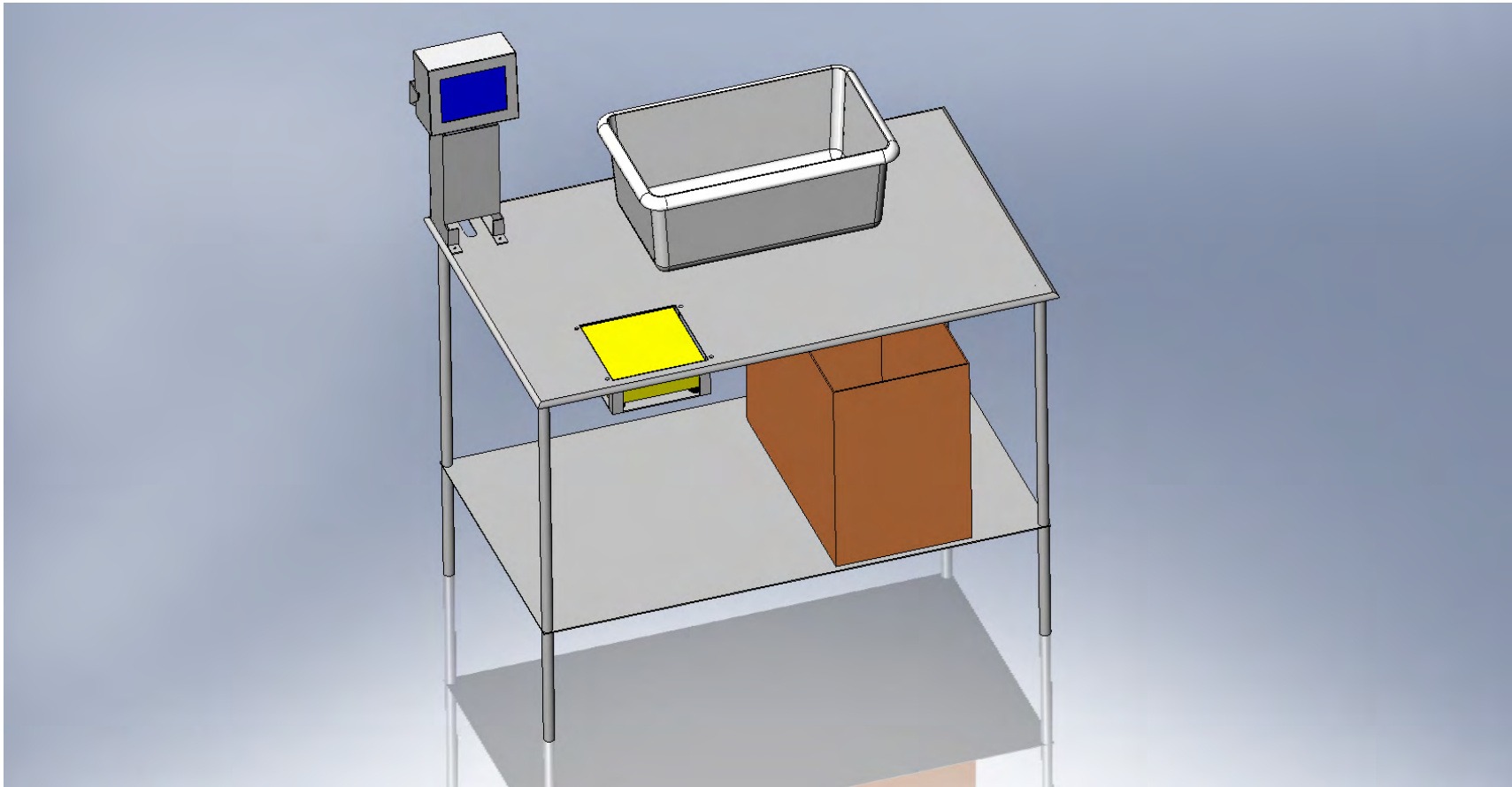
\$15,000 UP TO 200 PER MINUTE EASY TO ADJUST WASHDOWN CONSTRUCTION – NO COMPRESSED AIR, STANDARD 110 VOLT ELECTRICITY, OPTION TO ADD A 10 FT LONG CONVEYOR FOR PACKING





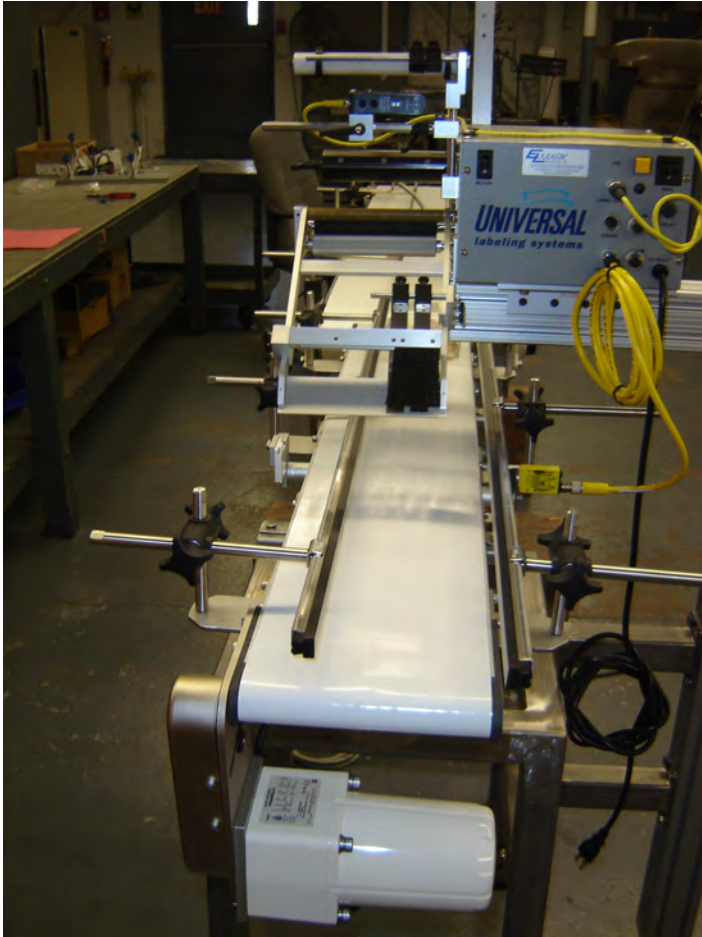
# WORK STATION

BUDGET MODELS START AT \$1500 S.S. TOP / GALVANIZED LEGGS AND LOWER SHELF, WE INCORPORATED FEATURES TO ADD ASCALE WITH A FLUSH MOUNT WEIGH PAD AND ELEVATED DISPLAY LIKE THE WEIGHTRONIX MODEL THIS WAS DESIGNED FOR



# LABELING

TOP LABELER - \$12,500



TOP & BOTTOM LABELER - \$35,000

