

The Value of Membership

The Flexible Packaging Association mission is to protect and promote the flexible packaging industry, and provide members with information and opportunities that help them succeed. FPA has served as “the voice” of the industry since 1950 – and today FPA is more important than ever.

At a time when industry data and sustainability are vital business tools, and legislation and regulations could have significant impact on the industry, FPA programs and research provide critical business tools for FPA members, and FPA industry representation advances the entire flexible packaging industry. Member benefits include:

- **Promotion of the Flexible Packaging Industry and the Sustainability Advantages of Flexible Packaging**
- **Reliable Benchmarking Data to Help Members Make Informed Business Decisions**
- **Industry Protection through Proactive Government Relations**
- **Content-Rich Conferences, Meetings, and Networking Opportunities**
- **Immediate Access to Industry Information**

Promotion of the Flexible Packaging Industry and the Sustainability Advantages of Flexible Packaging

The Flexible Packaging Association has been a leading voice in the sustainability movement, conducting three market research studies on the sustainability of flexible packaging. FPA’s most recent study, conducted by Battelle Memorial Institute, documents the energy consumption and greenhouse gas emission advantages of flexible packaging across its life cycle.

Based on research results, FPA has developed the *Sustainability Advantages of Flexible Packaging Education Campaign*. The campaign includes the FPA Member Sustainability Tool Kit – a resource of educational materials FPA and its members can utilize to communicate the sustainability advantages of flexible packaging.

FPA promotes flexible packaging through other programs including the prestigious Flexible Packaging Achievement Awards Competition, the Flexible Packaging Scholarship and Internship Program, and the *Flexible Packaging Buyers Guide*. The FPA website (www.flexpack.org) which receives an average of 40,000 visitors per month, is also a valuable point of access to a wealth of information about the industry.

Reliable Benchmarking Data to Help Members Make Informed Business Decisions

The *FPA State of the Flexible Packaging Industry Report* is a definitive source of industry data for FPA members and the investment community. FPA Benchmarking Reports including the *Operating Ratios Report* and the *Earnings Report*, detail industry financial, profitability and productivity trends. Additionally, the *Compensation Report* provides benchmarking data on wages and benefits for hourly and salaried employees in the flexible packaging industry.

FPA members also receive the *Bi-Annual Polyolefins Market Report*, which is prepared by CMAI for FPA, details flexible packaging material trends. The FPA Market Research Reports focus on current flexible packaging industry issues and drivers.

Industry Protection through Proactive Government Relations

The FPA Regulatory and Government Affairs Committee interacts with several federal agencies, and submits written comments on proposed regulations to positively impact regulations. The annual *FPA Environmental Summit & Safety Conference* provides FPA members with the opportunity to interact with federal regulators and discuss important flexible packaging industry issues.

Additionally, the FPA Legislative Affairs Program monitors and analyzes legislation that could affect the industry, and develops strategies to favorably advance industry positions on issues such as Cap & Trade, Food Safety, Toxics in Packaging, and Extended Producer Responsibility.

Content-Rich Conferences, Meetings and Networking Opportunities

Participation in FPA offers members great networking opportunities including the *FPA Annual Meeting* and the *Fall Executive Conference*. These annual events provide FPA members with a forum to interact with peers and learn more about industry-specific issues. FPA Program Committee meetings also provide networking opportunities while guiding FPA programs and activities.

Immediate Access to Industry Information

Multiple FPA communication vehicles including the FPA website, the FPA Industry eNews, and the *FPA Update*, facilitate effective communication between FPA and its members. The “Members Only” section of the FPA website provides members with immediate access to FPA publications and information including the *FPA Membership Directory*, the *State of the Industry Report*, presentations from FPA meetings and conferences, and FPA market research reports. The weekly FPA Industry eNews keeps members informed about the latest industry news and information, and the *FPA Update*, a section of *Flexible Packaging* magazine, keeps members abreast of FPA programs and activities.

MEMBERSHIP AND DUES STRUCTURE

FPA primary membership includes:

- **Converters** - manufacturers of flexible packaging sold in the United States
- **Associates** - manufacturers of material, equipment or supplies related to the flexible packaging industry

FPA dues for Converters and Associates are based on a formula of \$0.35 per one thousand dollars of U.S. flexible packaging sales or sales to the industry. Minimum dues are \$3,500 for companies with sales below \$10 million and maximum dues are \$40,000 for companies with sales above \$114 million.

International Converters with no sales in the U.S. are eligible for FPA membership with dues of \$3,500.

FPA membership is also open to **Academic Institutions** and **Trade Press**. Academic Institutions receive complimentary membership and Trade Press dues are \$1,500.

For more information on FPA Membership, contact FPA at (410) 694-0800 or membership@flexpack.org.

