



NEWS RELEASE

The FPA 2004 Fall Executive Conference: A Successful Examination of the Impact of Imports

Linthicum, Maryland: October 13, 2004 – Examining the economic and financial impact of flexible packaging imports on the U.S. flexible packaging industry was the focus of the Flexible Packaging Association’s **2004 Fall Executive Conference**. Held on September 22 in Chicago, Illinois, the conference provided industry-specific presentations on flexible packaging imports, antidumping petitions, competing in a global economy, U.S. trade policy and globalization.

Bruce Deckman, president of Strategic Analysis Incorporated delivered a summary of the market research SAI conducted for FPA on the *Impact of Imports on the U.S. Flexible Packaging Industry*. Deckman’s presentation provided an extensive overview of SAI’s research examining specific packaging structures from the importing countries of China, India and South Korea. The *Impact on Imports on the U.S. Flexible Packaging Industry Report* will soon be distributed to FPA members at no charge. The *Report* will be available to non-members for \$3500.

Experienced international trade regulation attorney, Joseph Dorn of King and Spaulding LLP, discussed the “Chinese trade problem” and detailed remedies that could help level the trade playing field between the U.S. and China. Dorn also discussed his successful representation of the Polyethylene Retail Carrier Bag Committee’s antidumping petition, which resulted in antidumping orders being imposed against China, Malaysia and Thailand.

Luncheon speaker, Dr. Bettina Gregory engaged conference attendees in a lively discussion on the upcoming presidential election. Her non-partisan commentary included a discussion of the presidential candidates and several election issues including terrorism and the war in Iraq.

Kraft Foods Fellow Panos Kinigakis shared an end-user’s perspective on how U.S. manufacturers can compete against foreign manufacturers and flexible packaging imports. Kinigakis detailed his suggestions for competing successfully against importers, and encouraged manufacturers and suppliers to establish partnerships and co-developments, to fund academic programs and external consortiums, to explore commercialization of inventions from government programs and develop multidiscipline internal sources.

Chris Padilla Assistant United States Trade Representative for Intergovernmental Affairs and Public Liaison outlined President Bush’s four-step plan to address U.S. foreign-trade issues and compete in a world of global trade.

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Globalization expert, Tom Faranda took conference attendees on a “tour of the world” as he discussed the economic future of several countries throughout the world while discussing his “predictions” for each.

Presentation materials from the **2004 Fall Executive Conference** are available in the Members Only section of the FPA Web site at www.flexpack.org. For more information, please contact FPA at (410) 694-0800 or fpa@flexpack.org.

About the Flexible Packaging Association

The Flexible Packaging Association has served as the voice of the flexible packaging industry since 1950. FPA members are manufacturers of flexible packaging sold to users or distributors for packaging purposes, and material or equipment suppliers to the industry. Flexible packaging is produced from paper, plastic, film, aluminum foil, or any combination of those materials, and includes bags, pouches, labels, liners, wraps, rollstock, and other flexible products.

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