



2023 STATE OF THE FLEXIBLE PACKAGING INDUSTRY STRATEGIC OVERVIEW SURVEY - CONVERTER MEMBER

Introduction and Company Information

All of the information gathered is confidential and will be rolled up with other survey participants. No data or information will be attributed to any one company.

Not all questions require a mandatory answer, but please answer all that you can to guarantee the best results.

If you get to a page where someone else in your company needs to enter data, please follow this process:

1.) Complete as much information as you can. Be sure to hit "Next" button at bottom of each page (that is what saves and registers your input). You may skip a page or questions, but be sure hit the "Next" button.

2.) Go back to the original email you received with the survey link (from todd@ptisglobal via surveymonkey.com) and forward that email to your co-worker who will continue filling out survey. DO NOT try to paste the survey link into an email from your own email system (the system will not save your answers if you do not use the original email for accessing the link)

3.) Please be sure to ensure your colleague alerts you once they have completed entering their data. They can navigate anywhere in the survey using the 'Prev' or 'Next' buttons at the bottom of each page.

4.) When you or a colleague have completed all questions your company is willing to answer and your survey is ready to be submitted, be sure to answer the question on the final page with a 'Yes' answer to submit the survey and hit the 'Done' button.

Thank you for your participation.

1. Please add a **key contact** for any survey follow up.

Name

Company

Email Address

Phone Number

2. NET SALES

For flexible packaging products, please indicate your company's 2021 & 2022 **Net External Sales** (for the calendar or latest fiscal year) **in Millions of Dollars (to nearest tenth)**.

Example \$35,200,000 would be entered as 35.2):

Note: Net sales for all U.S. facilities (including export sales) but not sales for non U.S. facilities

Net External Sales **2021**

Net External Sales **2022**

3. Please select the appropriate category for your company based on **annual sales in 2022**.
(Note: new values for the categories)

Note: Net sales for all U.S. facilities (including export sales) but not sales for non U.S. facilities

- ☐ Small (<\$10 million)
- ☐ Medium (\$10 million - \$150 million)
- ☐ Large (\$150 million - \$1 billion)
- ☐ Very large (>\$1 Billion)

4. For flexible packaging products, please indicate **the increase or decrease in your company's volume output** for 2021 (versus 2020 levels) and 2022 (versus 2021 levels), expressed as a %. Please use a minus (-) sign for decrease (for the calendar or latest fiscal year)

Example: 3.2 or -1.2

Please utilize whatever measure of volume applies for your business to provide a composite estimate of the overall change in volume for flexible packaging products.

2021 vs. 2020 (percentage change)

2022 vs. 2021 (percentage change)

5. Please provide the change in production totals that your company saw in 2022 versus 2021, both in **total MSI growth** and/ or **pounds of growth** (expressed as a percentage and without the percent sign). (For example for 3.2%, use 3.2. For negative values, please use the '-' symbol.)

Production change for

2022 vs. 2021

(measured in MSI)

Production change for

2022 vs. 2021

(measured in pounds)



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Products and Formats

This page focuses on products and formats your company manufactures.

6. Indicate which of the following **Products/Formats** are manufactured and sold by your company including those Products/Formats sold and shipped as Rollstock. **Please estimate as a % of net sales for 2021 and 2022.**

Note: The sum should add up to 100.

	2021	2022
Rollstock - Primary product filling	<input type="text"/>	<input type="text"/>
Rollstock - secondary or sleeve packaging	<input type="text"/>	<input type="text"/>
Rollstock - bundling/ overwraps	<input type="text"/>	<input type="text"/>
Retail carry bags	<input type="text"/>	<input type="text"/>
Storage and Trash	<input type="text"/>	<input type="text"/>
Premade - lay flat - retort pouch	<input type="text"/>	<input type="text"/>
Premade - standup - retort pouch	<input type="text"/>	<input type="text"/>
Premade - lay flat - non retort pouch	<input type="text"/>	<input type="text"/>
Premade - standup - non retort pouch	<input type="text"/>	<input type="text"/>
Shrink bags	<input type="text"/>	<input type="text"/>
Labels - die cut	<input type="text"/>	<input type="text"/>
Lidding - die cut and pre cut	<input type="text"/>	<input type="text"/>
Other	<input type="text"/>	<input type="text"/>

Other (please specify)

7. For the Rollstock products provided in the previous question, please indicate your best estimate of how your roll stock use is broken down into final **Products/Formats/Packaging applications (in percent of net sales) for 2021 and 2022.**

Total should equal 100

	2021	2022
Bag & pouches - lay flat - retort	<input type="text"/>	<input type="text"/>
Bag & pouches - standup- retort	<input type="text"/>	<input type="text"/>
Bag & pouches - lay flat - non retort	<input type="text"/>	<input type="text"/>
Bag & pouches - standup - non retort	<input type="text"/>	<input type="text"/>
Shrink sleeves	<input type="text"/>	<input type="text"/>
Labels	<input type="text"/>	<input type="text"/>
Lidding	<input type="text"/>	<input type="text"/>
Sachets	<input type="text"/>	<input type="text"/>
Stick packs	<input type="text"/>	<input type="text"/>
Shrink wrap	<input type="text"/>	<input type="text"/>
Stretch films	<input type="text"/>	<input type="text"/>
Wrappers/wraps (food/sandwich)	<input type="text"/>	<input type="text"/>
Shipping (primary packaging)	<input type="text"/>	<input type="text"/>
Shipping (secondary packaging - Ex., dunnage, pouches, mailers/envelopes)	<input type="text"/>	<input type="text"/>
Other	<input type="text"/>	<input type="text"/>

Other (please specify)



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End-use Markets and Outlets

This page is one question, focusing on the sales in specific end markets for your products.

8. Please Indicate the **approximate percent of your sales** for each of the following **end-use markets** for **2021 and 2022** (total for each year should equal 100):

	2021	2022
Food (retail)	<input type="text"/>	<input type="text"/>
Food (non-retail)	<input type="text"/>	<input type="text"/>
Beverages	<input type="text"/>	<input type="text"/>
Personal care (health & beauty aids)	<input type="text"/>	<input type="text"/>
Pet food	<input type="text"/>	<input type="text"/>
Tobacco/Cannabis (smoking or vaping)	<input type="text"/>	<input type="text"/>
Other retail non-food	<input type="text"/>	<input type="text"/>
Institutional non-food	<input type="text"/>	<input type="text"/>
Industrial applications	<input type="text"/>	<input type="text"/>
Medical devices/Pharmaceuticals	<input type="text"/>	<input type="text"/>
Nutraceuticals/Cannabis (Non-smoking/vaping)	<input type="text"/>	<input type="text"/>
Shipping (Ex., dunnage, pouches, mailers/envelopes)	<input type="text"/>	<input type="text"/>
Consumer Products (storage wraps & trash bags)	<input type="text"/>	<input type="text"/>

9. If you marked that your company is involved in the **"Food (Retail)"** category in the previous question, approximately **what percent of your sales are in each of the following categories** for 2022?

(Please use only whole numbers. Your sum should equal 100)

	2022
Confectionery	<input type="text"/>
Fresh produce	<input type="text"/>
Fresh 'other'	<input type="text"/>
Frozen protein	<input type="text"/>
Frozen 'other'	<input type="text"/>
Refrigerated dairy	<input type="text"/>
Refrigerated protein	<input type="text"/>
Salty snacks	<input type="text"/>
Shelf stable goods	<input type="text"/>
Other	<input type="text"/>

Other (please specify)



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Capital Expenditures

This page consists focuses on capital expenditures

10. Please indicate approximate **level of actual capital spending** for 2021 & 2022 and planned for 2023 by checking appropriate **capital spending as a percent of net sales/revenue:**

	2021 Actual	2022 Actual	2023 Planned
Capital spending as a percent of net sales/revenue:	<input type="text"/>	<input type="text"/>	<input type="text"/>

11. For 2022, **did your company have (lower, the same, higher) capital spending** for additional capacity, building equipment, etc. compared to 2021?

- ☐ Lower
☐ Same
☐ Higher

12. Please indicate **planned purpose** of 2023 capital spending (**as a % of 2023 capital spending budget**).

Total should equal 100.

Building & Infrastructure (Equipment that supports production process)

New production equipment

Upgrades to existing production equipment

Other



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Operations, Cost & Profitability

13. Please provide **expenses/costs and profit margin** for **2021** as a **% of flexible packaging** related to **net sales**: (The total should add up to 100)

Materials Used, as a percent of net sales

Direct Labor, as a percent of net sales

Sales/Mktg, R&D and Admin, as a percent of net sales

All Other Mfg Costs, as a percent of net sales

Company Profit Margin (operating profit), as a percent of net sales

14. Please provide **expenses/costs and profit margin** for **2022** as a **% of flexible packaging** related to **net sales**: (The total should add up to 100)

Materials Used, as a percent of net sales

Direct Labor, as a percent of net sales

Sales/Mktg, R&D and Admin, as a percent of net sales

All Other Mfg Costs, as a percent of net sales

Company Profit Margin (operating profit), as a percent of net sales

15. Please estimate your company's material purchases as a **percent of total material purchases** (in \$ dollars) and comparison to the previous year in the following categories:

	2022 % of Total Material Purchases	Compared to 2021
Resin	<input type="text"/>	<input type="text"/>
Film (including non-woven)	<input type="text"/>	<input type="text"/>
Paper	<input type="text"/>	<input type="text"/>
Aluminum foil	<input type="text"/>	<input type="text"/>
Adhesives	<input type="text"/>	<input type="text"/>
Inks	<input type="text"/>	<input type="text"/>
Coatings	<input type="text"/>	<input type="text"/>
Other	<input type="text"/>	<input type="text"/>

Other (please specify)



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Sustainability

16. When considering the following emerging materials, please identify if you are **using/producing today** and the **level of importance** (future use expectations) you see these materials **over the next 3 years**.

	Using today?	Importance in 3 years (Future use expectations)
PCR inclusion	<input type="text"/>	<input type="text"/>
Recycle ready (all-PE)	<input type="text"/>	<input type="text"/>
All-PP or Mixed Polyolefin (PE & PP)	<input type="text"/>	<input type="text"/>
Biobased	<input type="text"/>	<input type="text"/>
Reuse/refill	<input type="text"/>	<input type="text"/>
Compostable	<input type="text"/>	<input type="text"/>
Paper (as flexible substrate)	<input type="text"/>	<input type="text"/>

17. Of your organization's **total production waste** (excluding office/lunchroom waste) generated, **what percent (%) goes to landfill and what percent (%) is recycled, reused, reprocessed or repurposed?**

Total should equal 100

	2021	2022
Net waste to landfill	<input type="text"/>	<input type="text"/>
Net waste recycled	<input type="text"/>	<input type="text"/>

18. What trends do you see in emerging materials/products?

These may include PCR, recycle ready, biobased, reuse/refill, compostable, LCA impacts, substrate substitution (i.e., plastic to paper, glass to plastic, flexible to non-flexible) or other emerging materials.

A large, empty rectangular box with a thin black border, intended for the user to provide their answer to question 18. A small diagonal line is visible in the bottom right corner of the box.

19. What sustainability trends on material usage or structures do you see as a percentage of your overall sales? (Ex. "We have seen a 30% increase in all-PE or paper based structures")

A large, empty rectangular box with a thin black border, intended for the user to provide their answer to question 19. A small diagonal line is visible in the bottom right corner of the box.



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Film and Resin Usage

20. Please provide a **percentage breakdown** ("best effort" estimate) **by FILM type**, of your total film used in 2022.

Please use only whole numbers and sum must equal 100

PE (all types)

PP (all types)

PS

PVC

Polyester

Nylon

Biopolymers

Other

21. Please provide a **percentage breakdown** ("best effort" estimate) **by RESIN type**, of your total resin used in 2022.

Please use only whole numbers and sum must equal 100

PE (all types)

PP (all types)

PS

PVC

Polyester

Nylon

Biopolymers

Other



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22. What was your **capacity utilization percentage** 2022 (based on 24 hours/day and 7 days/week) and how did that compare to the previous year?

	Percent Utilization	Compared to Previous Year
Capacity utilization percentage	<input type="text"/>	<input type="text"/>

23. Please indicate the **average days on hand for total inventory** for 2021 and 2022:

2021

2022



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Printing

24. Please estimate the **percent** of your company's sales for the following print categories for 2021 and 2022 (Total should equal 100)

	2021	2022
Gravure	<input type="text"/>	<input type="text"/>
Offset	<input type="text"/>	<input type="text"/>
Flexo	<input type="text"/>	<input type="text"/>
Digital	<input type="text"/>	<input type="text"/>
Unprinted	<input type="text"/>	<input type="text"/>
Others	<input type="text"/>	<input type="text"/>

Other (please specify)

25. Where are you making investment in your printing infrastructure?

- ☐ Gravure
- ☐ Offset
- ☐ Flexo
- ☐ Digital

Other printing technology (please specify) or other comments



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Outlook

The page looks at your projections of where you see growth and opportunity for flexible packaging over the next 3-5 years.

26. Please indicate those **issues** expected to be the **most important to your company in the year (2023)** by selecting the **top 5 issues in the list, with # 1 as the most important**.

In the text box, please describe what's driving the top issues & why they are important.

	Most Important	2nd	3rd	4th	5th
Labor pool	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Management talent	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Raw material pricing	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Growth/new products	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sustainability/green initiatives	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Productivity/cost reductions	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Government regulations	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Technology	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Profit margin	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Imports/international sourcing	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Political uncertainty	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Economy	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Pandemic	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Prices (to customers)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Logistics/transportation	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Supply chain resilience	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Plastic perception/backlash	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Why are these the most important issues to your business?

27. Is your company **planning to pursue/undertake an acquisition in 2023 or in the next 3-5 years?**

	2023	Next 3-5 years
Planning to undertake an acquisition?	<input type="radio"/>	<input type="radio"/>

28. Looking ahead to the current year **(2023)** and out the next three years **(2024-2026)**, what are your company's expectations of **annual** growth in **net sales and volume** (by weight)?

Please indicate annual growth rate percentage expected (ex. 3.2 or -1.2):

Net Sales (2023 vs 2022)

Net Sales (2026 vs. 2022)

Volume (growth % - weight) (2023 vs. 2022)

Volume (growth % - weight) (2026 vs. 2022)

29. Please describe **your vision of where the flexible packaging industry is headed** over the **next 3-5 years**.

30. What type of **developing technologies** will have the **most impact** on flexible packaging **over the next 3-5 years**?

(Examples: Artificial intelligence, cobots, automation, augmented reality, Internet of Packaging, new sealing techniques, recyclable monolayer structures, paper with barrier coatings or other)

31. What do you see as the **future impact of developing tools & technologies on your business**? (This may include software, digital printing, adding QR or digital codes, traceability, etc.)

32. **What keeps you up at night**? (What are 'big issues' that your company or the flexible packaging industry needs to address?)

33. As you look ahead over the **next three to five years**, what are your expectations for the **key growth markets for flexible packaging?**

	Low/ no growth		Moderate growth		Most growth
Food (retail)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Food (non-retail)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Beverages	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Personal care (health & beauty aids)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Pet food	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Tobacco/Cannabis (smoking or vaping)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other retail non-food	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Institutional non-food	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Industrial applications	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Medical devices/Pharmaceuticals	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Nutraceuticals/Cannabis (non-smoking/vaping)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Consumer Products (storage wraps & trash bags)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

34. As you look ahead the **next 3-5 years**, what are your expectations for **change in substrate/materials usage** (tons/ pounds) for flexible packaging?

Note: *You only need to select 'Yes' for materials you anticipate using. (No need to select 'no' for materials you do not anticipate using)*

This question pertains to **RESINS**

	Expect to use (3-5 years)	Future Growth
HDPE	<input type="checkbox"/>	<input type="checkbox"/>
LDPE	<input type="checkbox"/>	<input type="checkbox"/>
LLDPE	<input type="checkbox"/>	<input type="checkbox"/>
MDPE	<input type="checkbox"/>	<input type="checkbox"/>
Metallocene	<input type="checkbox"/>	<input type="checkbox"/>
Plastomer	<input type="checkbox"/>	<input type="checkbox"/>
Copolymer (EVA, EMA, EAA, etc.)	<input type="checkbox"/>	<input type="checkbox"/>
PP	<input type="checkbox"/>	<input type="checkbox"/>
PS	<input type="checkbox"/>	<input type="checkbox"/>
PVC	<input type="checkbox"/>	<input type="checkbox"/>
Polyester	<input type="checkbox"/>	<input type="checkbox"/>
Nylon	<input type="checkbox"/>	<input type="checkbox"/>
EVOH	<input type="checkbox"/>	<input type="checkbox"/>
Post-Consumer Recycled (PCR)	<input type="checkbox"/>	<input type="checkbox"/>
PLA	<input type="checkbox"/>	<input type="checkbox"/>
PHA	<input type="checkbox"/>	<input type="checkbox"/>
Starch	<input type="checkbox"/>	<input type="checkbox"/>
Other bioresins	<input type="checkbox"/>	<input type="checkbox"/>
Ext resins (tie layers)	<input type="checkbox"/>	<input type="checkbox"/>
Ionomer	<input type="checkbox"/>	<input type="checkbox"/>

35. As you look ahead the **next 3-5 years**, what are your expectations for **growth in substrate/materials usage** (tons/ pounds) for flexible packaging?

Note: *You only need to select 'Yes' for materials you anticipate using. (No need to select 'no' for materials you do not anticipate using)*

This question pertains to **PAPER**

	Expect to use (3-5 years)	Future Growth
Bleached Kraft	<input type="checkbox"/>	<input type="checkbox"/>
Unbleached Kraft	<input type="checkbox"/>	<input type="checkbox"/>
Colored Kraft	<input type="checkbox"/>	<input type="checkbox"/>
Clay Coated	<input type="checkbox"/>	<input type="checkbox"/>
Grease Resistant	<input type="checkbox"/>	<input type="checkbox"/>
Release Treated	<input type="checkbox"/>	<input type="checkbox"/>
Recycled Content	<input type="checkbox"/>	<input type="checkbox"/>
Wax Paper	<input type="checkbox"/>	<input type="checkbox"/>
Glassine	<input type="checkbox"/>	<input type="checkbox"/>

36. As you look ahead the **next 3-5 years**, what are your expectations for **change in substrate/materials usage** (tons/ pounds) for flexible packaging?

Note: You only need to select 'Yes' for materials you anticipate using. (No need to select 'no' for materials you do not anticipate using)

This question pertains to **FILM**

	Expect to use (3-5 years)	Future Growth
HDPE	<input type="checkbox"/>	<input type="checkbox"/>
LDPE	<input type="checkbox"/>	<input type="checkbox"/>
LLDPE	<input type="checkbox"/>	<input type="checkbox"/>
MDPE	<input type="checkbox"/>	<input type="checkbox"/>
Metallocene	<input type="checkbox"/>	<input type="checkbox"/>
Plastomer	<input type="checkbox"/>	<input type="checkbox"/>
Copolymer (EVA, EMA, EAA, etc.)	<input type="checkbox"/>	<input type="checkbox"/>
Cast PP	<input type="checkbox"/>	<input type="checkbox"/>
OPP	<input type="checkbox"/>	<input type="checkbox"/>
PS	<input type="checkbox"/>	<input type="checkbox"/>
PVC	<input type="checkbox"/>	<input type="checkbox"/>
Polyester	<input type="checkbox"/>	<input type="checkbox"/>
Nylon	<input type="checkbox"/>	<input type="checkbox"/>
EVOH	<input type="checkbox"/>	<input type="checkbox"/>
PVDC coated	<input type="checkbox"/>	<input type="checkbox"/>
Metallized film	<input type="checkbox"/>	<input type="checkbox"/>
SiOx and AlOx coated film	<input type="checkbox"/>	<input type="checkbox"/>
Post Consumer Recycled (PCR)	<input type="checkbox"/>	<input type="checkbox"/>
PLA	<input type="checkbox"/>	<input type="checkbox"/>
PHA	<input type="checkbox"/>	<input type="checkbox"/>
Starch	<input type="checkbox"/>	<input type="checkbox"/>
Other biobased films	<input type="checkbox"/>	<input type="checkbox"/>
Aluminum foil	<input type="checkbox"/>	<input type="checkbox"/>

37. As you look ahead the **next 3-5 years**, what are your expectations for **change in substrate/materials usage** (tons/ pounds) for flexible packaging?

Note: You only need to select 'Yes' for materials you anticipate using. (No need to select 'no' for materials you do not anticipate using)

This question pertains to **ADHESIVES**

	Expect to use (3-5 years)	Future Growth
Solvent based	<input type="checkbox"/>	<input type="checkbox"/>
Solventless (100% solids)	<input type="checkbox"/>	<input type="checkbox"/>
Waterborne	<input type="checkbox"/>	<input type="checkbox"/>
Radiation cured (UV/EB)	<input type="checkbox"/>	<input type="checkbox"/>

38. As you look ahead the **next 3-5 years**, what are your expectations for **change in substrate/materials usage** (tons/ pounds) for flexible packaging?

Note: You only need to select 'Yes' for materials you anticipate using. (No need to select 'no' for materials you do not anticipate using)

This question pertains to **INKS**

	Expect to use (3-5 years)	Future Growth
Matched color inks	<input type="checkbox"/>	<input type="checkbox"/>
4 color process inks	<input type="checkbox"/>	<input type="checkbox"/>
Metallic inks	<input type="checkbox"/>	<input type="checkbox"/>
6 & 7 color process inks	<input type="checkbox"/>	<input type="checkbox"/>
Surface printing inks	<input type="checkbox"/>	<input type="checkbox"/>
Lamination inks	<input type="checkbox"/>	<input type="checkbox"/>
Water based inks	<input type="checkbox"/>	<input type="checkbox"/>
Solvent based inks	<input type="checkbox"/>	<input type="checkbox"/>
Fluorescent inks	<input type="checkbox"/>	<input type="checkbox"/>
UV/EB inks	<input type="checkbox"/>	<input type="checkbox"/>
High strength inks	<input type="checkbox"/>	<input type="checkbox"/>
Fade resistant	<input type="checkbox"/>	<input type="checkbox"/>
Digital	<input type="checkbox"/>	<input type="checkbox"/>
Soy/vegetable inks	<input type="checkbox"/>	<input type="checkbox"/>

39. As you look ahead the **next 3-5 years**, what are your expectations for **change in substrate/materials usage** (tons/ pounds) for flexible packaging?

Note: You only need to select 'Yes' for materials you anticipate using. (No need to select 'no' for materials you do not anticipate using)

This question pertains to **COATINGS**

	Expect to use (3-5 years)	Future Growth
UV/EB coatings	<input type="checkbox"/>	<input type="checkbox"/>
Barrier coatings (including paper)	<input type="checkbox"/>	<input type="checkbox"/>
High gloss coatings	<input type="checkbox"/>	<input type="checkbox"/>
Cold seal release lacquer	<input type="checkbox"/>	<input type="checkbox"/>
Extrusion primer	<input type="checkbox"/>	<input type="checkbox"/>
Other primers	<input type="checkbox"/>	<input type="checkbox"/>
Heat seal coatings	<input type="checkbox"/>	<input type="checkbox"/>
Anti-fog coatings	<input type="checkbox"/>	<input type="checkbox"/>
Matte coatings	<input type="checkbox"/>	<input type="checkbox"/>
Cold seal coatings	<input type="checkbox"/>	<input type="checkbox"/>
Pressure sensitive coatings	<input type="checkbox"/>	<input type="checkbox"/>



2023 STATE OF THE FLEXIBLE PACKAGING INDUSTRY STRATEGIC OVERVIEW SURVEY - CONVERTER MEMBER

FINAL PAGE

This page is for you to make sure that all of the questions are answered and your company is ready to submit the completed survey.

40. Are you ready to submit your company's survey? (You do not need anyone else to submit additional data)

If you select '**Yes**', and hit the '**Done**' button your data will be submitted and the survey will be complete. If you select 'No', the survey will take you back to the beginning so you can follow the process listed and forward the original email to a colleague to complete specific questions.

An email with your company responses will be sent to the original contact upon survey completion.

☐ Yes

☐ No