



Institute of
**Packaging
Professionals**

Technical Bag Committee

Reclosable Technology for Large Bags

(MWPB, WPP, Laminate)



January 20, 2009

ZIP•PAK®

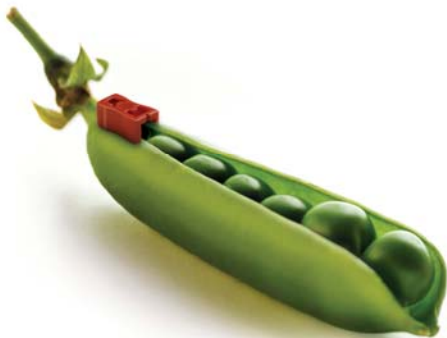
Meeting Objectives

Interactive Presentation – Please Ask Questions or Make comments.

- **ITW / Zip-Pak Introduction**
- **Innovation**
- **Pet Food Market Information**
- **Today's Slider Reclosable Technologies**
- **Tests and Methods Used**
- **Latest Development**
- **Conclusion**



ITW / Zip-Pak Introduction





*Remember, you're never more than a few feet
away from a product of ITW™*

Packaging Solutions

- Founded nearly 100 years ago
- “Fortune 200” company
- 2008 revenues: \$17 billion
- Over 750 companies
- Most admired company in *Fortune's* Industrial and Equipment sector
- Over 5,000 product lines

ITW Specialty Systems & Engineered Products



*Simpler
Faster
More reliable*



Signode



Hi-Cone



Instron



Zip-Pak



Nexus

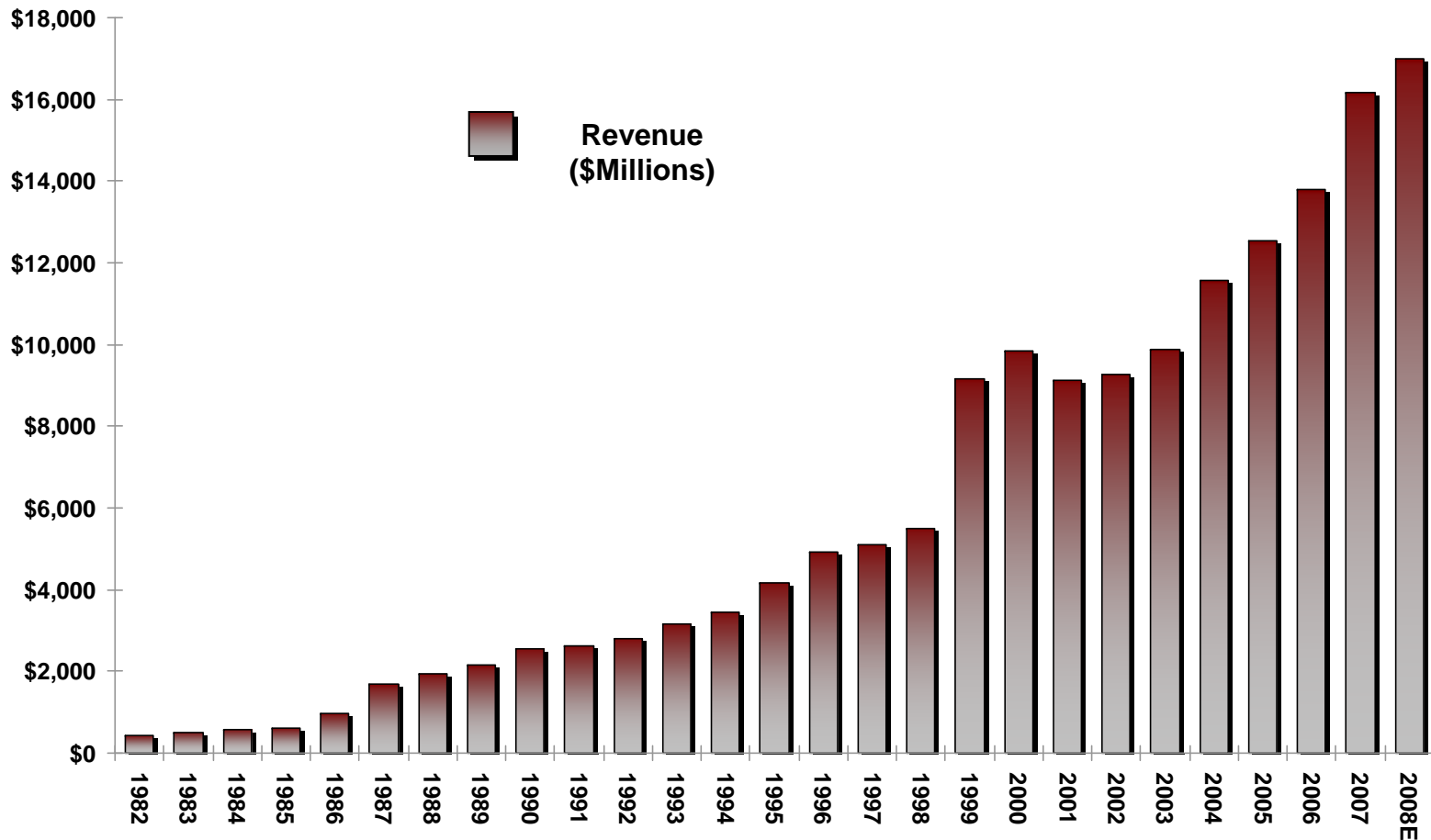


Hobart



Paslode

ITW Financial Performance

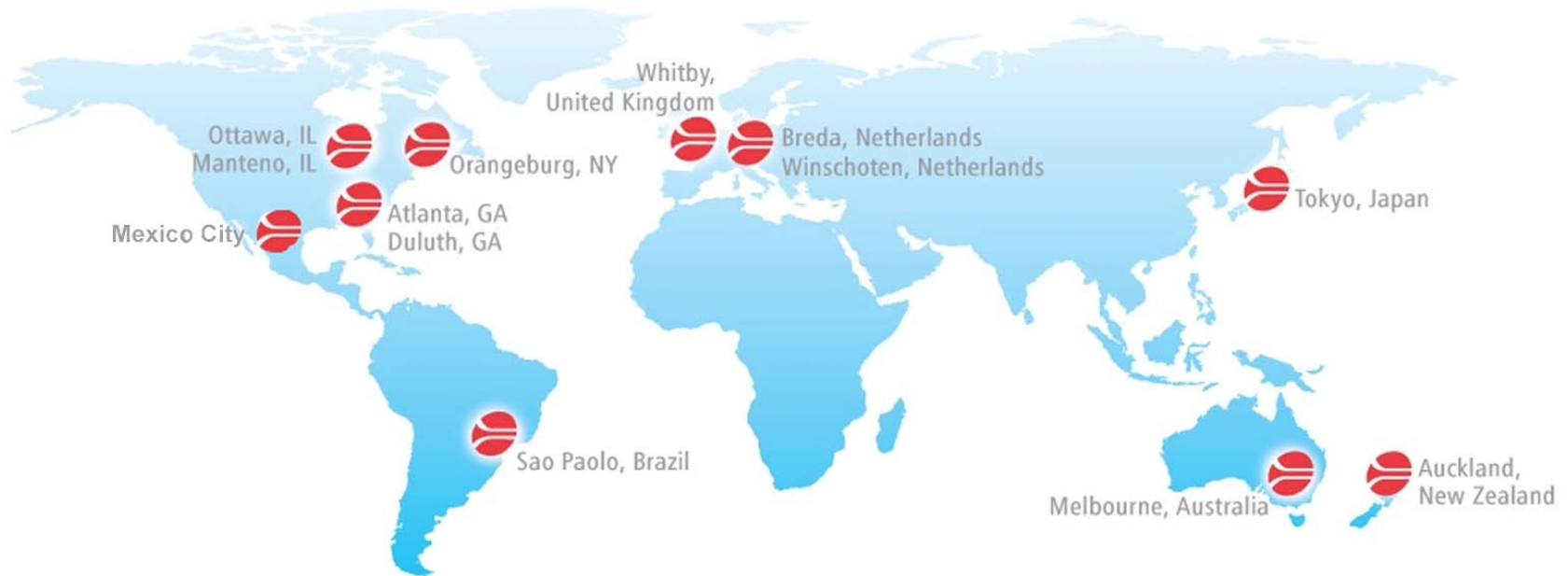


Zip-Pak – More Than Just Zipper



- **57 year history**
- **World leader** in resealable packaging. Strong market leader in the US and Europe
- **System focused** (Zip-Pak Systems Equipment division)
- **Brand focused** (Zip-Pak zipper is used on more brands than all of our competition combined)
- **Global presence** expanding in Asia
- **7 plants worldwide, 5 in the US**

Zip-Pak



Major Customers

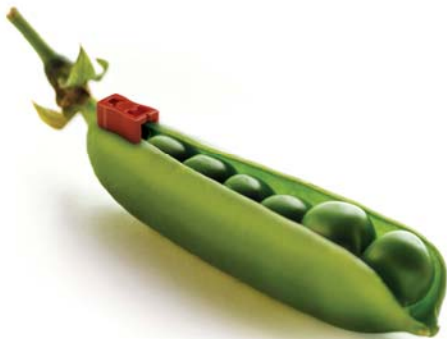


Tyson Foods, Inc.





Zip-Pak Innovation

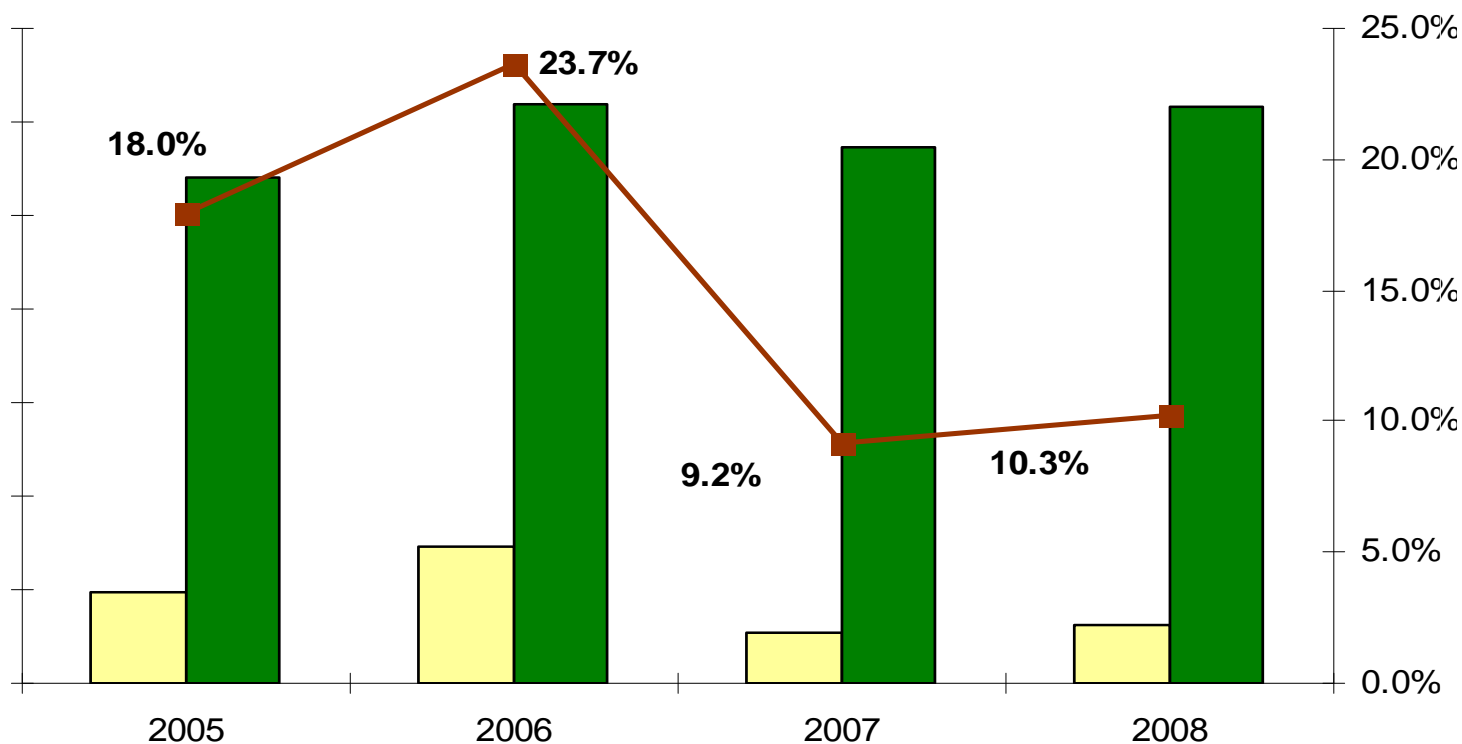


Inspire Loyalty - Brand Enhancing Innovation

- A **Consistent Consumer Experience** that inspires confidence & trust.
 - **Easy open; Easy Close for all age groups.**
 - Added perception of **freshness** (based on Billions of Packages.)
- **Package integrity** throughout the distribution system including:
 - A robust reclosure system that meets **ALL “fitness for use”** requirements.
 - **Safety First** - tamper evident feature.
 - **Various substrates** through package designs into diverse consumers hands.

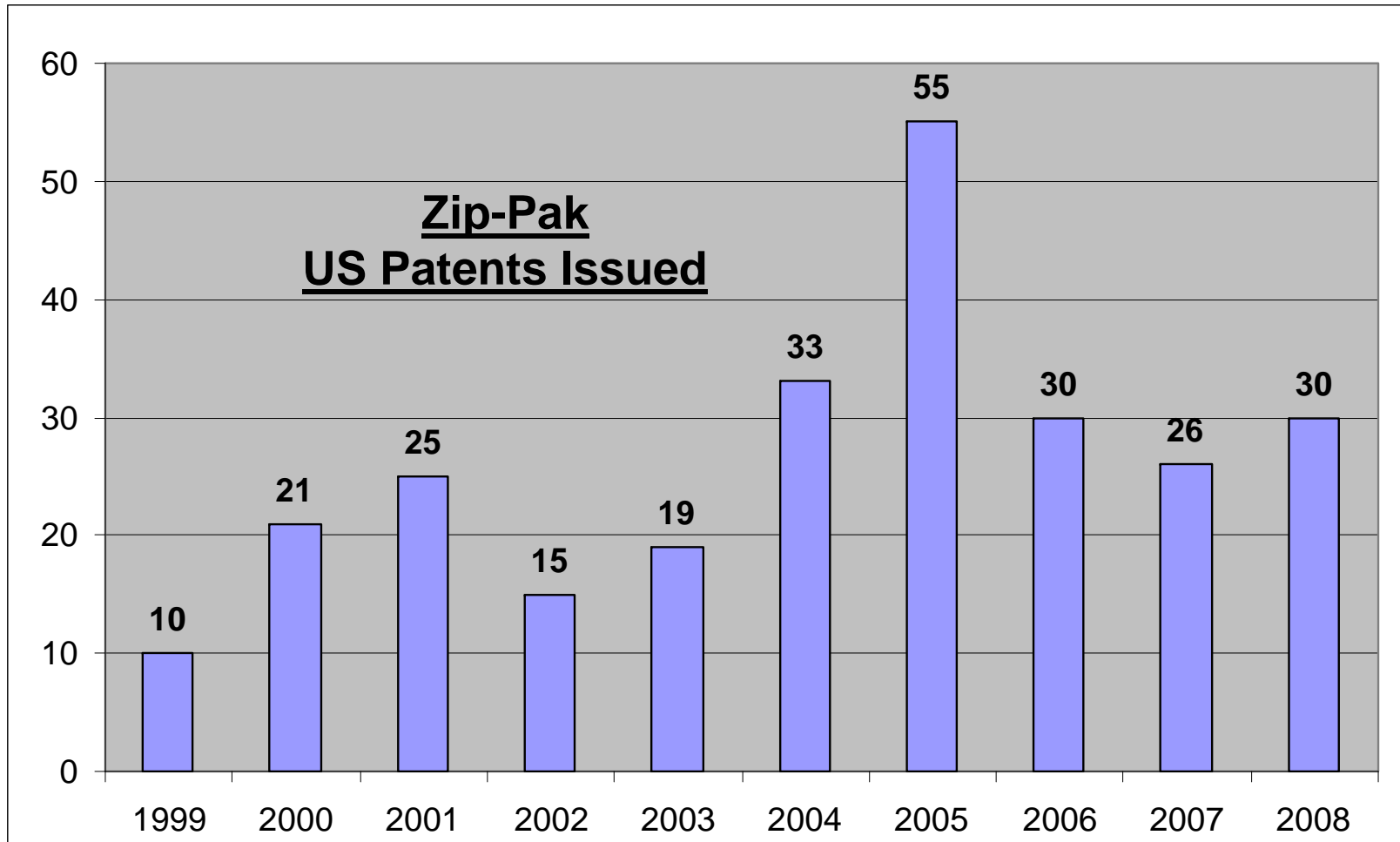
Innovation at Zip-Pak

New Product Sales



Note: A new product is defined as three-years young.

Innovation at Zip-Pak



Latest MWPB Innovations



Nestle Purina



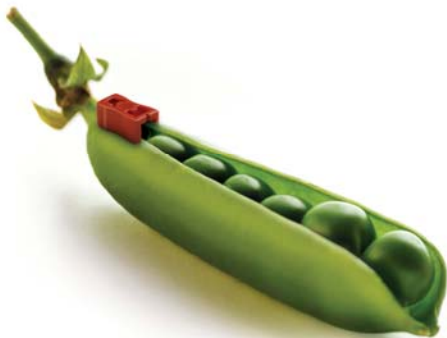
Mars Pet Care



Wal-Mart



North America Pet Food Market Information



Innovation leaders

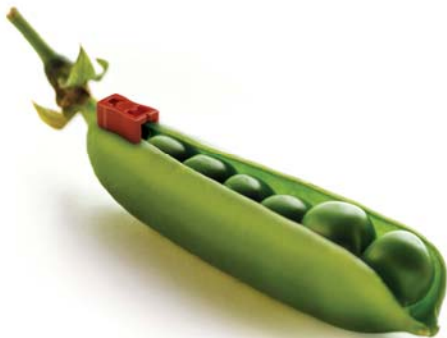
Company	New SKUs 2003-2006
Nestlé SA, Vevey, Switzerland, www.nestle.com	919
Mars Inc., McLean, Virginia, USA, www.mars.com	844
Procter & Gamble Co., Cincinnati, Ohio, USA, www.pg.com	323
Bravo Raw Diet, Vernon, Connecticut, USA, www.bravorawdiet.com	175
Del Monte Foods Co., San Francisco, California, USA, www.delmonte.com	156
Drs. Foster & Smith, Rhinelander, Wisconsin, USA, www.drsfostersmith.com	152
Petrapport Inc., North Bergen, New Jersey, USA, www.beefeaters.com	137
Inaba Pet Food, Yui, Shizuoka Prefecture, Japan, www.inaba.com	107
Castor & Pollux Pet Works, Clackamas, Oregon, USA, www.castorpolluxpet.com	79
Nisshin Seifun Group, Tokyo, Japan, www.nisshin.com	74
Qingdao Lihong Daily Products Co. Ltd., Qingdao, Shandong, China	72
Merrick Pet Care, Amarillo, Texas, USA, www.merrickpetcare.com	63
Unicharm Corp., Tokyo, Japan, www.uc-petcare.co.jp	61
Colgate-Palmolive Co., New York, New York, USA, www.colgate.com	59
Nutro Products Inc., City of Industry, California, USA, www.nutroproducts.com	59
Ahold, Amsterdam, Netherlands, www.ahold.com	54
Wilderness Foods Ltd., Mt. Maunganui, New Zealand, www.wildernessfoods.co.nz	52
Old Mother Hubbard, Chelmsford, Massachusetts, USA, www.oldmotherhubbard.com	50
Agrolimen SA, Barcelona, Spain, www.affinity-petcare.com	45
Natural Balance Pet Foods Inc., Pacoima, California, USA, www.naturalbalance.net	44

Table 3. Total number of new product SKUs for 2003 to 2006 from petfood manufacturers and marketers worldwide. Includes treats. Source: Datamonitor.

January 2007 Pet Food Industry



Review Current Pet Food Slider Systems
on the Market Today



A Superior Slider System

One System; All Substrates

MWPB, Woven, Hybrid, Laminate

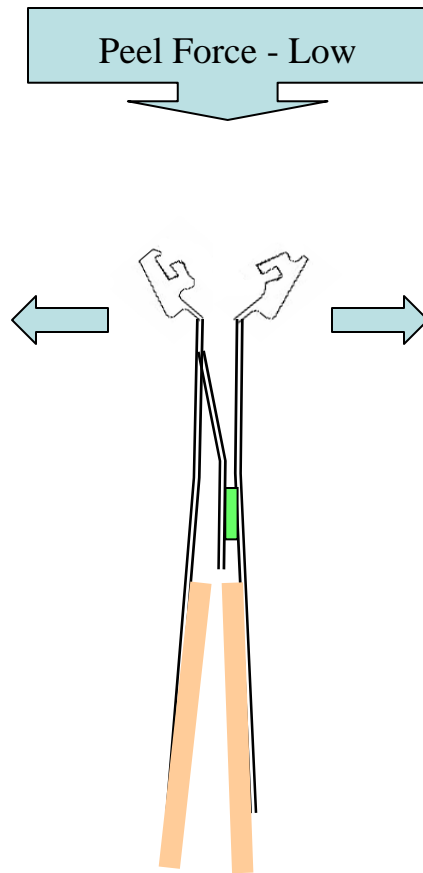
One System; All Sizes

0 lb - 55 lb

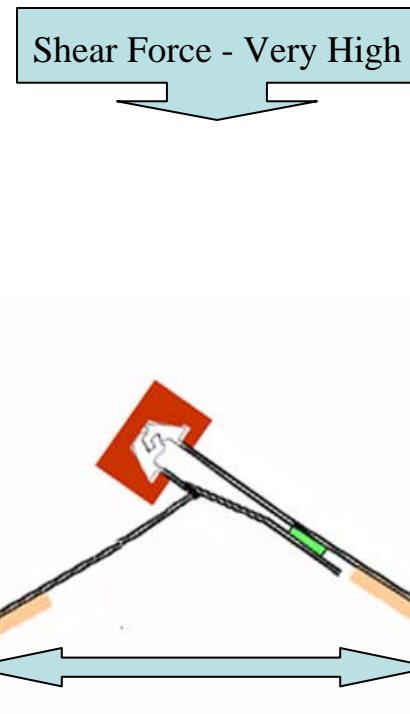
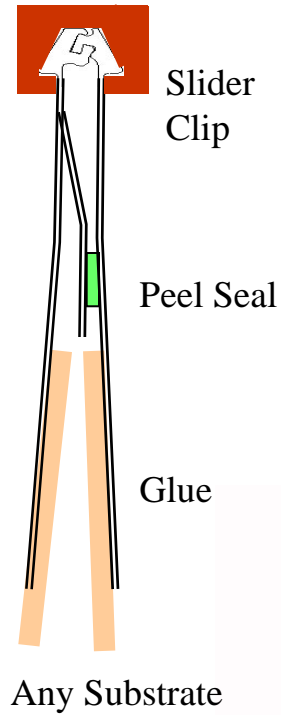
- A superior slider system for pet food must exceed the convenience expectations of the consumer:
 - High burst for package integrity and tamper evidence
 - Standardized clip to inspire consumer acceptance and loyalty
 - Easy Open (so a 8 year old child can do it)
 - Easy Close (so an 85 year old senior can do it)

ALL AT A COMPETITIVE COST

Zip-Pak



< 5# / inch



> 25# / inch

Bags in filled position under load

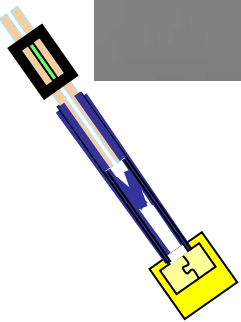
Mars/Pactiv



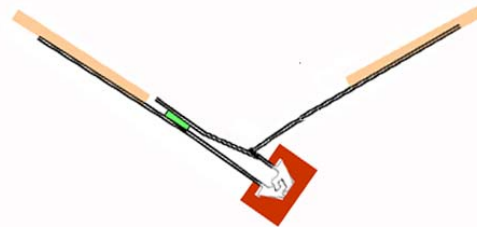
Mars/Zip-Pak



Nestle/Zip-Pak



20# Paper

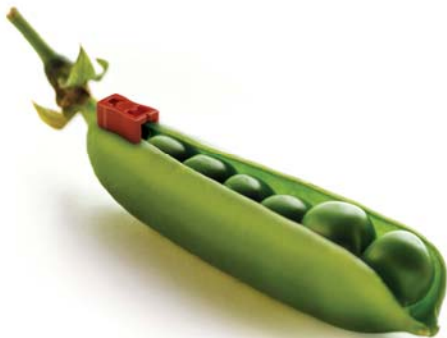


50# Woven

17.6# paper



Review Test Methods



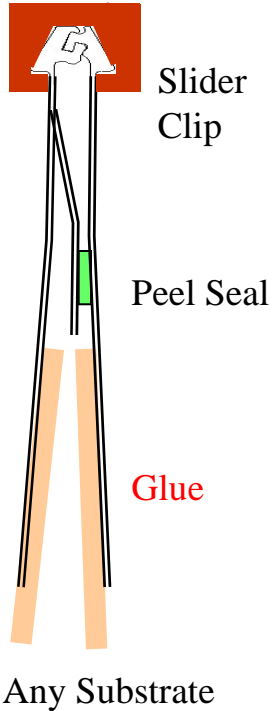
50# 140°F 72 hour Oven Test

Pass!



50# -20°F 72 hour Freezer Test

Zip-Pak



Pass!

Zip-Pak's proprietary adhesives

have a Temperature Resistance of -40 to 180°F

and

is The Reason that our system works on Any Substrate!

Football Open / Close Test – 200 repeats



Pass!

Slider Clip Pull Off Forces Test

Chatillon Pull Tester

Zip-Pak

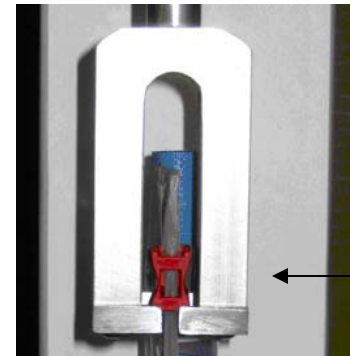


Slider
Clip

Peel Seal

Glue

Any Substrate



Slider Clip

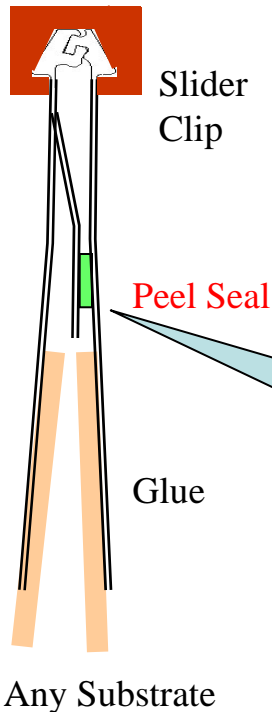
Horizontal: >10#

Vertical: >20#

(Horizontal clip movement is ~ 2.2#)

Pre-activated Peel Seal Pull Test

Zip-Pak



Standard test ran on an Instron
Mechanical Pull Force Tester

3 ± 1 pound per inch

A balanced Peel/Shear approach provides
unparalleled easy open, high burst
performance.

Fitness for Use Testing – 50# bag



- 7 Point Chest High Drop Test



- 10” Fill Tube Test



- 140°F Hot Load Oven Test



- -20°F Cold Load Freezer Test



- Football Open / Close 60 Cycle Test



- Clip Pull Off Force – Horizontal / Vertical



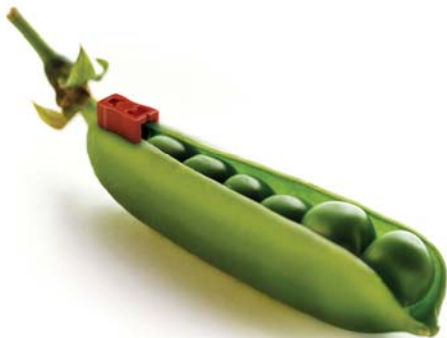
- Pre-activated Peel Seal Pull Test



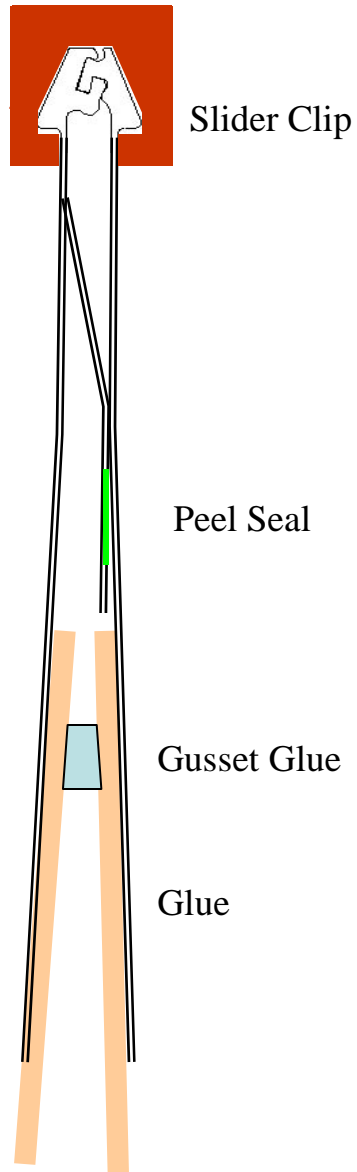
- Gusset Swing Test



Latest Development

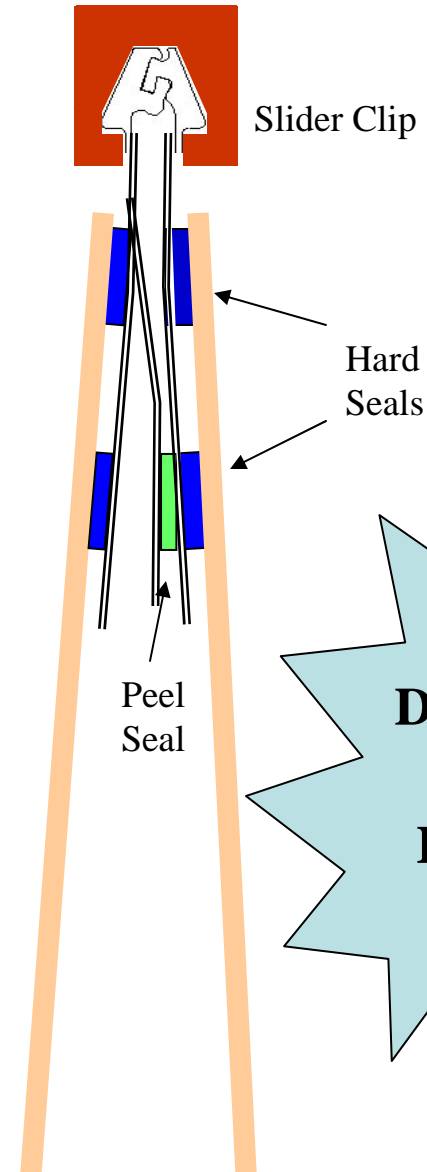


Zip-Pak



Bottom Fill Any Substrate

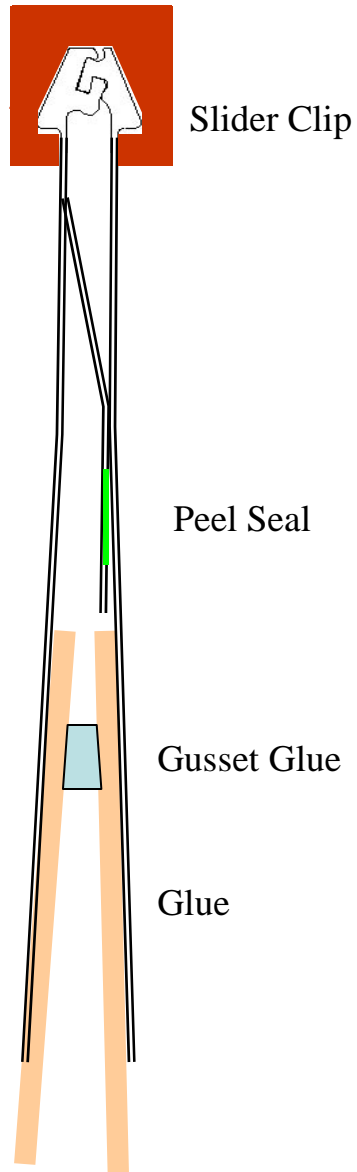
Zip-Pak



Bottom Fill Heat Sealable Substrate

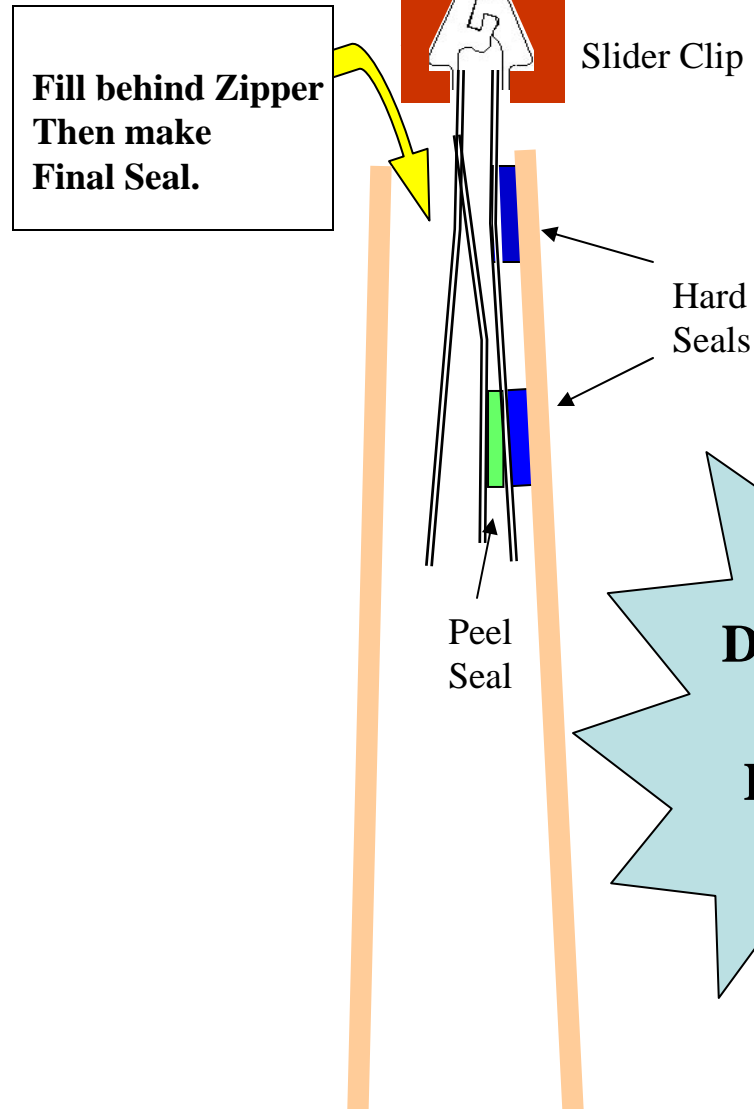
**Latest
Development
for
Laminates**

Zip-Pak



Bottom Fill Any Substrate

Zip-Pak



Top Fill Heat Sealable Substrate

One System; All Substrates

MWPB, Woven, Hybrid, Laminate

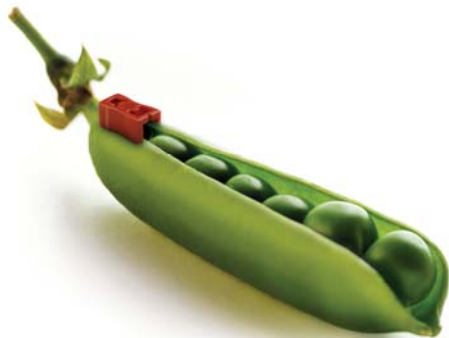
One System; All Sizes

0 lb - 55 lb

- Zip-Pak's superior slider system exceeds the convenience expectations of today's consumer by providing:
 - **High Burst for Package Integrity and Tamper Evidence**
 - **Standardized Clip to Inspire Consumer Acceptance and Loyalty**
 - **Easy Open** (so a 8 year old child can do it)
 - **Easy Close** (so an 85 year old senior can do it)
 - **Increased Perception of Freshness**

ALL AT A COMPETITIVE COST

Right now, Samples are available,
Quotes on demand,
All questions are welcome.



Thank You for
your time today.