

Newsletter

March / April 2021



Message from R. Charles Murray, CEO

Dear Staff

As Jeff Bezos, the founder of Amazon exits, he has left his successor these rules to be a successful manager and thought our team would enjoy reading how he ran Amazon. **In red are some ideas how we operate.**

1. Operate with a minimized number of regrets so try what you believe in. **We introduced the premade pouch machine concept into USA.**
2. Look for the right opportunity that can work easily and folks want it, as long as no major effort is required to buy the product. **We offered pouch machinery from different suppliers and put together systems.**
3. You must become obsessive, and have a compulsive focus on the customer. Think how to offer value and that they cannot get it anywhere else or operate without us. Make sure you send brochure or report about product EVERY time. **We ran local pouch seminars throughout the USA. We gave brochures with every spare parts delivery.**
4. Make sure your product value exceeds all the costs and makes your customers lives easier. **We offered loaner machines while waiting for new machine orders to arrive and contract packing to launch products.**
5. Do not be scared of competitors, because they do not send us money, be afraid of customers, because they are the folks who have money. **We met with customers in their plants our service team left when they were happy and up and running. We followed up and checked if all was good.**
6. Focus on the long term. How can we get repeat business all the time? **We asked customers about their plans and how we could help them succeed. We offered service plans throughout the year.**
7. Feed the flywheel. Make sure when you send a product tell the clients about other products that are available. **We have always attended shows with the three divisions. We gave product gifts from the two consumer divisions to machine customers. We showed them we understood the market place.**
8. Surround yourself with folks that want success. Working with missionaries rather than mercenaries is the real purpose. **History shows us that in 25 years we have lost about 20 people who left for other companies, retired or died.**
9. Protect your culture and recognize that history, and to guard it carefully. **We are very proud to mention we started the StandUp pouch revolution and have won many awards and accolades for our efforts.**
10. Know what kind of decision you are making. There are two types, one is highly consequential and irreversible and the other is collect information and then react and you can reverse number two. **We do not have monthly reports where you pat yourself on the back, rather we meet to discuss problems as they arise and how to solve them quickly in a satisfactory manner using all our resources.**
11. Listen to your critics and as you are on a mission expect criticism. If the critics are right, change and apologize and move forward. **We monitor closely what customers say or suggest or what the market is doing and the business plan is adjusted from criticisms or suggestions all the time.**

Human Resources News

We welcome **Caleb Hemmerlein** as the new Human Resources manager for the Group. Caleb will be in the office at least once a week to address any HR concerns. Caleb is using HR's old office. Should you need to get hold of him urgently, please see his contact details shown below:

e-mail: hr@ppitg.com or

His mobile number: (352) 573-7263.



Hero of the Month Award



Lauren Smith, March 2021

"I would like to nominate Lauren for always being eager and willing to step up to the plate and help out others with whatever task is needed at the time."



Joe Moran, April 2021

"I would like to nominate Joe for his assistance with the Paylocity transition. Joe proactively volunteered to take the lead in learning the ins and outs with regards to the technician Paylocity specifications."

Staff Events

Birthdays:

March: Peter Aeberhard, Sabine Aeberhard, Manny Christophel, Sean Reed, Lauren Smith, Peggy Barden, Nelson Gonzalez, Oscar Hermida, Lauren Knowles, Elvira Linares, Luda Montagna, Edil Rivera and Yanci Linares.

April: Ricardo Ballesteros, Carlos Euluarte, Jason Smith and Jennifer Smith.



**PROFILE
PACKAGING, INC.**

**PakSource
Global LLC**

News

Message from Stuart Murray - President

The **PGS Machinery Division** has experienced an exciting first third of the year. We have had some ups and downs but overall our machine sales are ahead of budget and our service engineers are spending more and more time at our customer's facilities. We are also looking at hiring additional staff members for sales support and technical support in the back to assist **Sean** and **Manny**. We are excited for the remainder of the year and as COVID-19 restrictions are lifted, we anticipate more people coming to visit our facility. Stay safe and calm during these turbulent times.

NOW Systems News

The **PSG NOW** Checkweigher and Metal Detector range of machines offer customers many options for their packaging lines.

FEATURES:

- One machine detects various products
- Digital signal processing
- Full color touch screen
- Electronic manuals
- Product registration and password
- Tracing product phase function
- Automatic product set up function
- Smart self-diagnosis function
- Multi statistical data management function
- Protection waterproof/vibration
- Data access via USB and CAT 5 ports
- Smart phone remote monitoring

Tradeshaw News

The **Global Pouch Forum** will once again be held as a digital event. The event will be held from the 8th to the 10th of June, 2021.

We have also started preparations for the **Las Vegas Pack Expo Show** to be held from the 27-29th of September, 2021.

Staff Movements

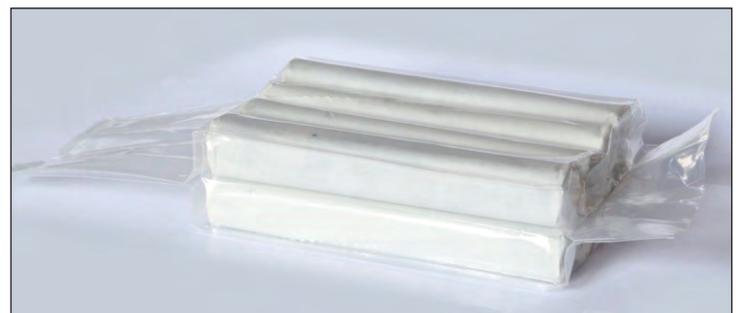
We said goodbye to **Jennifer Ball** who worked as a Customer Support Representative under **Brad Bosman**. We wish her well in her new endeavors. We welcome **Kim Knowles** as her replacement.

Leepack News

New application: RG-108 and Ultrasonic sealing device for **DYNAMITE**. This quarter, LEEPACK released a new type of machine which fills dynamite into a Side Gusseted pouch. Dynamite will be carefully handled and loaded into pouches by a 6-Axis robot. Due to the characteristics of explosives, the RG-108 machine is manufactured with a variety of mechanical and controlling factors for safety.

FEATURES:

- Various Anti-explosive features
- Due to the 100 °C temperature limitation, an ultrasonic sealing device was used instead of a constant heat sealing device
- Temperature detection and ON/OFF control of electrical parts exposed to the outside
- Reinforced waterproof property for sprinkler system
- Safety Interlocks with peripherals
- Constant temperature control system for an electrical enclosure
- Minimizes the amount of air remaining in a Side Gusset pouch





News

Salesman News - Jim Graney

Central Distributing Las Vegas: We should have their order inventory prepared soon and ship ASAP. I am meeting with them to pre-sell some of their current customers and make sure all details/requirements are completed.

Amethyst Beverage Distributing: We are all set to meet in Sarasota on the 12th of May.

Classic Distributing LA: I am hoping to hear back from them confirming a May launch date. I am talking to their VP Katy McBrady.

Athens Distributing TN: I wanted to get in a week selling with his reps in April but he said they still are not allowing suppliers work with them with due to COVID-19 restrictions. He said their plan is to let sales rep work with resume in May. I am scheduled to work with sales reps the week of May 17.

Ohana Beverage HI: They are presenting ShotPak® products to Foodland (32 stores). They have appointments with 7/11 stores and Safeway the week of 5/10.

Coast Distributing CA: Alex, their GM, said he would have a PO to us soon.

PSG LEE MACHINES:

I passed a lead last week to **Rich Kamrin** and he copied me on his intro proposal email to the customer along with back up videos and information for each PSG machine. I studied his proposal very close and learned a lot on how to approach potential customers.

I have a few contacts in the snack and candy business and I would like to send them a proposal for:

- PSG LEE SIMPLEX
- PSG LEE DUPLEX COMPLETE LINE
- PRODUCT VARIETY FILLING REELS
- FACILITY TOUR

I am working on other distributors and customers and hope to receive a few orders soon.

Drink of the Month - Margarita



Remember the 5th of May is Cinco de Mayo

ShotPak® Margarita with Tequila. Gather the ingredients. If desired, rim a chilled cocktail or margarita glass. Wet the rim with a lime wedge, then dip or roll it in a small dish of salt or sugar. Pour the ShotPak® Margarita mix into a cocktail shaker filled with ice cubes. Shake well. Strain into the prepared glass with or without fresh ice. Garnish with a lime wedge. Serve and enjoy.

Nightclub and Bar Show

The **Nightclub and Bar Show** will take in place at the Las Vegas Convention Center in Las Vegas from the 28th to the 30th of June, 2021. The show will be run in conjunction with the **World Tea Conference & Expo**. The rapid spike in demand for low and no alcohol beverages is a critical and fast-growth segment of the beverage industry which is expected to be a trillion-dollar industry by 2024.

With support from the specialty tea industry, this strategic co-location will create exciting new opportunities to connect buyers and sellers of tea and tea related products with the bar and restaurant industry and bring fresh growth to Nightclub & Bar Show at an important time in the industry's evolution.

R. Charles Murray, Jim Graney and Rudi Kleer will be attending the show.



Redi-2-PaQ News

The engineers and support staff from **Redi-2-PaQ Home Products** recently spent a week with **Gill Singh** from Valmatic working on the new V75 VialPaQ print-form-fill-seal machine. Due to the Coronavirus COVID-19 pandemic, it had been impossible to carry out an FAT in Italy on the machine and so, after some time, Valmatic managed to be able to send Gill to our facility. The V75 machine and printer was set up by **Peter Aeberhard** in Room #2, together with the 2 Valmatic MiRi machines.

The machine has been set up to run 2 different VialPaQ shapes together with the VideoJet print-on-demand application.



Gill Singh, Chris Knowles, Oscar Hermida, Rudi Kleer and Miguel Linares standing in front of the Valmatic V75 Machine

Salesman News

Tony Ames, our National Sales Manager from Newburyport in the Boston area, recently spent a week in our Sarasota office participating in a 2-day ECRM product presentation and visiting local customers.

Below is a list of all the interested companies after the ECRM presentation:

Mid State Distributing; Henry Lamond Company; VW Stores DBA Rose's; Starcrest Products; Giant Foods; Schnucks Markets; American Pharmacy Cooperative; Kinney Drugs; Zulily Inc; Best Babie Distribution; Kroger Digital; Silver Star Brands; Dollar Days International; AmeriMark Direct; Electronic Express; Fisher Hawaii; Northwest Company; Popshef, division of Dollar General; Value Drug; Ocean State Job Lot and Dunham's Sports.

Product Donation

MosquitoPaQ LLC recently made a donation of its ANYTIME no-bite Lotion in a 7-VialPaQ and ANYTIME no-bite/NO-SCENT Spray in an Airofill bottle to the **Streets of Paradise** organization, a non-for-profit that helps the homeless in Sarasota. The products were picked up by **Elizabeth Mercer**, a volunteer with the organization.



Wedding Bells

Congratulations to **Stanley Jones** and his lovely wife **Sheneka** on their recent wedding. The couple got married in Sarasota on the 1st of April, 2021. We wish them many years of happiness together.

