

FBA

**Helping Grow
Your Business**



Fibre Box Association members agree:
membership in FBA helps them grow both the top and bottom line of their businesses.

FBA provides services and benefits to its members that can't be found anywhere else: crucial statistics, benchmarking studies, heavyweight networking opportunities, and member cooperation to address technical, environmental, safety, regulatory, policy and public image issues affecting the entire industry.



FBA Statistics: Insight to Action.

FBA compiles the most complete and useful statistical information available anywhere about the corrugated industry. Members continually name these statistics as a principal reason for belonging to FBA – because the more you know about the industry, the better you are able to compete within it. Statistics available to FBA members include:

- **U.S. corrugated industry shipments** according to numerous metrics
- **Economic data** that provides important insights to the market fluctuations in corrugated production and sales
- **Labor information**
- **Benchmarking data** on key performance indicators and operating ratios
- **Productivity and waste**
- **Injury and illness statistics** for the industry.

Compare your own company's performance against others in your region, and across the country and world. Use key performance indicators to benchmark your own company's success. Members agree that this kind of information is critical to growing and improving their businesses and meeting ISO compliance requirements.

"I can't afford to make bad decisions. With the data and information I receive from FBA, I have the tools to help me make the best decisions for my company and its operations."

President/Chief Executive Officer, Regional Independent Corrugator and Sheet Plant Group (FBA member since 1953)



FBA Knowledge Network: Together We Win.

FBA participation affords its members opportunities to interact with their industry peers from both integrated and independent corrugated companies. Learning from one another about best practices, sharing challenges and ideas and gaining knowledge is the order of the day when FBA members get together.

FBA sponsors popular events where members find a variety of business benefits while getting to know each other in off-site venues.

- **The FBA Annual Meeting** offers featured speakers and discussions on current business issues, committee meetings and social events.
- **Independent Sheet Plant Operators Workshop** brings together independent sheet plant companies from all over the U.S. to participate in roundtable discussions.
- **Independent Corrugator Executive Conference** includes a workshop session, key speakers and a tour of an industry facility in a concise, 24-hour format for busy executives.

Since FBA members represent 95 percent of total U.S. corrugated production, networking with them provides you maximum exposure to leaders in the industry. Active members agree they're more competitive in business because of what they learn from networking with other FBA members.

"I return from FBA meetings outfitted with information on equipment, products and markets to help me with capital decisions and the day-to-day running of my business."

President, Independent Sheet Plant (FBA member since 2003)



FBA Committees: Corrugated United.

Standing Committees

The work of FBA standing committees benefits individual companies by bringing together the knowledge resources and expertise of numerous companies, large and small. The information shared in these committees establishes industry positions on issues of interest and helps members make better decisions.

Accomplishments include:

- **Data Services Committee** – creating FBA's new **automated data warehouse** to generate faster and more accurate output for FBA statistical reports and surveys.
- **Safety and Health Committee** – helping members **create a safer workplace**.
- **Technical Committee** – advised content for the **Fibre Box Handbook**, the ultimate reference for customers, designers, buyers, engineers, marketers and students. Also designed the **Hazardous Materials Packaging Training Program** to help plants meet hazmat training regulations at a low cost.
- **Environmental Committee** – successfully petitioned the FDA to exempt packaging manufacturers from the **Bioterrorism Act**.
- **Independent Membership Committee** – providing representation, review and guidance on programs and services from independent member companies' perspective.

"It doesn't matter how large or small your company is. FBA's committee work has protected industry demand, and that benefits everyone."

President, Independent Corrugator Group (FBA member since 1969)

"The work done by FBA's committees helps me solve my customers' problems. Also, by getting my employees involved in the committees, I am strengthening their knowledge of the industry and helping them do their job better."

President, Independent Corrugator Plant (FBA member since 2003)

Ad Hoc Committees

FBA's ad hoc committees have made great strides to help keep the corrugated industry alive in changing times, working on issues that can only be addressed at the industry level.

Examples of important developments from FBA ad hoc committees include:

- **Corrugated Common Footprint for Produce Packaging** – Minimized replacement of corrugated by plastic returnable containers.
- Fighting competing materials – saving the industry 8.6 billion square feet of corrugated demand through **Corrugated Packaging Alliance** co-sponsorship.
- **Wax Repulpability and Recyclability Standard** – helping increase corrugated recycling.
- **Case-Ready Meat Modular Systems** – meeting new market demands for retail meat packaging, also preventing conversion to alternative materials.
- Examining recyclability of **RFID** tags and the cost/benefit ratio of applying them in a box plant.
- Quantifying and communicating our outstanding **sustainability** record.

Participating in FBA committees will give you a chance to influence the outcomes of our work on major issues facing our industry and your business, today and in the future.

"It's important for our company to give back to the industry. FBA's committee structure has proven that sharing information and collaborating on programs has benefited the entire industry."

Chief Operating Officer, Major Integrated Company (FBA member since 1962)

FBA

Three Important Reasons to Join

FBA Statistics: Insight to Action.

Key industry statistics and data provide information to help you plot your marketing strategy while benchmarking studies provide metrics to help you be more competitive.

FBA Knowledge Network: Together We Win.

Attending industry forums and networking with peers, both independent and integrated, provides unlimited opportunities to learn and grow.

FBA Committees: Corrugated United.

Working together we can accomplish great things for our industry, and help assure its prosperous future.



Step forward to grow your business by joining FBA today.

For more information about membership, contact Dwight Schmidt, FBA President, at: (847) 364-9600. Also, visit FBA at www.fibrebox.org.

The Fibre Box Association (FBA) is a non-profit organization representing and serving the corrugated industry. It brings together, in a lawful manner, the industry's North American manufacturers to improve the overall well-being of the industry and to provide an array of services that enable member companies to conduct their business more effectively, responsibly and efficiently. FBA members produce 95 percent of corrugated in the U.S.; 91 percent of its member companies are independents, and 61 percent of the association's directors are from independent member companies. That means that the interests of all corrugated manufacturers, large or small, integrated or independent, are served and fully represented.