



# **“What Co-Packers Need From Their Packaging and Printing Suppliers”**

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<http://www.Packaging.com>


# Aaron Thomas Company, Inc.

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Aaron Thomas Company is a full service contract packager offering packaging services in Los Angeles, Chicago and Memphis. AIB inspected. NSF and QAI certified.


800-394-4776

<http://www.Packaging.com>

- ❖ Three locations
  - ❖ \$70 million sales
  - ❖ 25% is pouching
  - ❖ 750 quotations annually
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# Becoming a Supplier-Partner

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- ❖ It's all about trust!
  - ❖ We want our suppliers to become an extension of our company.
  - ❖ As a supplier we want a partner... work together to get the order. We both get the order or we both walk away from the order. We desire long term, trusted partnerships.
  - ❖ Be the same temperament as your co-packer.
  - ❖ Respond immediately. We try to turn quotations in 24 hours.
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# Be an Expert in Films and Film Structures

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- ❖ Being able to offer custom laminations for special projects offers flexibility.
- ❖ Think of the project and not the price. Cheaper film might raise the cost of filling and scrap.
- ❖ Be able to provide sample rolls with printed dielines for aligning artwork.
- ❖ Accelerated testing ensures a quality solution.


# Understand Our Machinery

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- ❖ What tooling and dielines do we have?
- ❖ Build a program around our dielines for common structures for that machinery.
- ❖ This offers more effective quoting.
- ❖ Offer films and structures that allow us to run more efficiently.
- ❖ Always get us to signoff on all preliminary and final dielines before going to press.

# Roll Stock vs. Premade

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- ❖ Orders for less than 25,000 should use premade pouches instead of roll stock.
  - ❖ Premade pouches reduce the amount of scrap for low volume production runs.
  - ❖ Provide a scrap roll of film whenever possible to set up machines.
  - ❖ Scale up... offer digital printing for stand up pouches.
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# Understand Certification Requirements

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- ❖ GFSI
- ❖ SQF
- ❖ NSF Dietary Supplements
- ❖ Organic Certification
- ❖ USDA
- ❖ Certification agencies will require us to audit our suppliers.

# Industry Trends

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- ❖ Laser scoring.
  - ❖ Shaped pouches as a way of product distinction.
  - ❖ Matte and gloss dual finishes.
  - ❖ Biodegradable pouches.
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