Solving problems through packaging since 1992

Inno Pak





### Chris Shepardson

### **Executive Vice President of Sales**

Chris joined Inno-Pak in 2011 after a 20-year career with Sysco Corporation where he served as Vice President of Merchandising and Sourcing. At Inno-Pak, Chris manages both the sales and customer care teams with the goal of increasing customer intimacy at every step of the customer journey.

Chris is an avid outdoorsman and enjoys hunting in and around Houston, Texas, where he lives with his wife Lori and their 6 children. He also enjoys supporting youth sports programs in the Houston area.

## We Are Inno-Pak

### We don't think outside the box. We reinvented it.

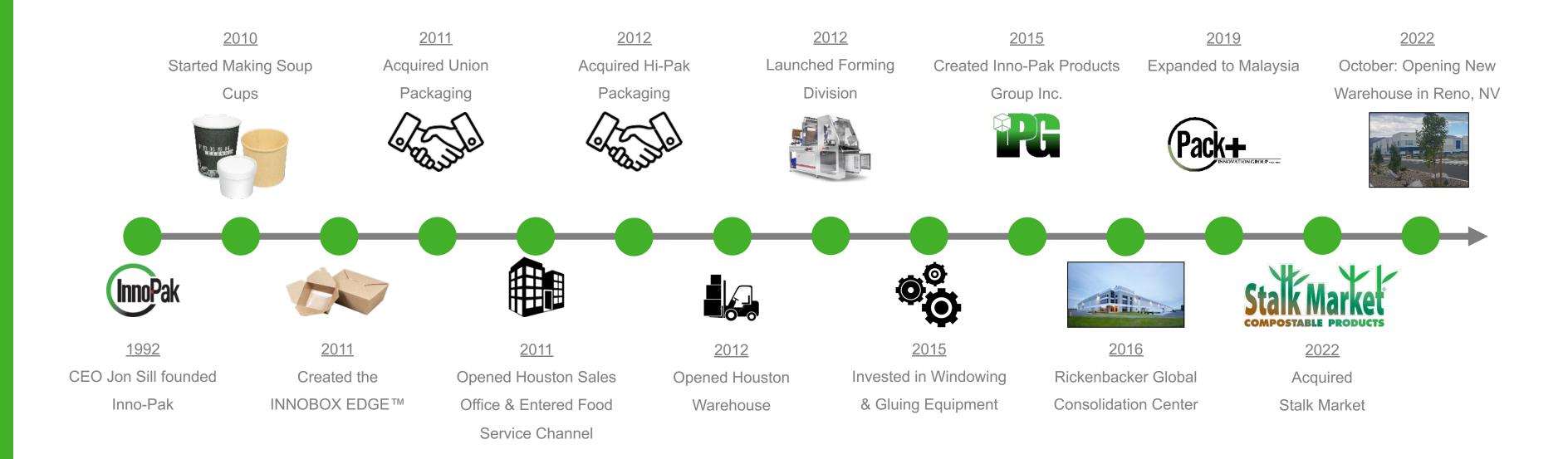
At Inno-Pak, we think differently than other packaging companies. Since 1992, we've been focused on providing the most innovative packaging solutions in the industry.

When others say it can't be done, we get to work.



### **Our History**

For decades, we've been bringing you the next generation of packaging products. We're just getting started.



### **Manufacturing Capabilities**

We have robust manufacturing, converting, printing, gluing, forming, windowing, extrusion, thermoforming, injection molding, package design, and creative capabilities. Additionally, we leverage strategic, global partnerships to bring you the best packaging the world has to offer.



#### **Domestic & International**

We have capabilities in Ohio, Belgium, Malaysia, China, and India, with more on the way. E

#### Manufacturing at Scale

We support hundreds of businesses, including some of the largest and smallest.



### **Global Supply Chains**

Avoid disruptions to your operations with Inno-Pak's capabilities and global network of partners.

### How We Innovate



#### **Trends Analysis**

We visit stores and restaurants, read updated literature, and survey the market for up and coming ideas

#### We Work With You

We listen. Your feedback is crucial to our innovation process. Together, we find the solution to your challenges

#### **Proven Innovation**

We hold more than 80 U.S. design patents—with more coming.

## Trends in Takeout

As the marketplace evolves and consumer tastes change,

your packaging should too.

### Trend #1 **Sustainability**







#### Plastic Bans...

Municipalities and governments of all sizes are pushing bans on plastics and single-use plastics.

#### ...and More Legislation

Agencies are requiring the use of recycled content, compostable packaging, and more.

#### Sustainable Demand

Consumers want sustainable goods, and they're speaking with their wallets.

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#### **Alternative Materials**

Make packaging from alternative fiber sources like bagasse, bamboo, and wheat straw.

#### **Compostable Products**

Food packaging is a perfect solution for composting and food waste diversion.

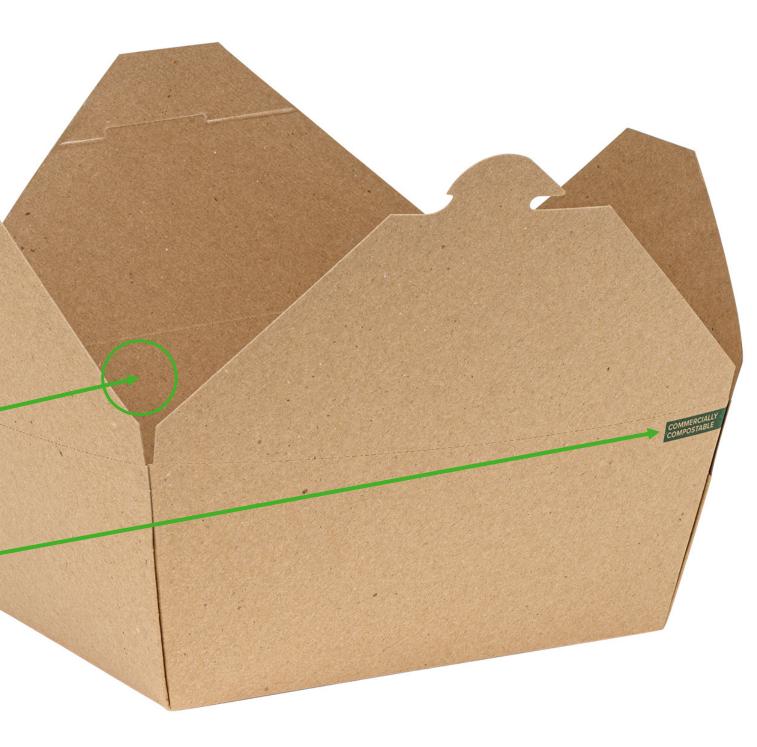
## What Gives the Compostable INNOBOX Its Edge?

Made from 100% recycled paperboard Minimum 95% post-consumer recycled content

Inner PLA lining and inset folds provide superior protection

Sustainable & certified compostable

Certified by the Compost Manufacturing Alliance and the Biodegradable Products Institute



## Trend #2 Food Safety





#### **Drivers Stealing Food**

80% of drivers steal food intended from the orders they deliver.

Source: Circuit Route Planner. 2022.

#### Labels Don't Cut It

17% of delivery drivers admit to opening and resealing delivery packages.

Source: Circuit Route Planner. 2022.



### Strong Demand

85% of customers want restaurants to use tamper-evident packaging.

Source: US Foods. 2019.

## Serve with Confidence



Mailer style pull strip makes opening easy

Fits over the edge of the bag to protect the side gusset (no more pouring fries out through the edge)

Prevents tampering and theft, giving you and your customers peace of mind

## Trend #3 **Roller-Coaster Supply Chains**





#### Onshoring

Businesses are moving production from overseas to the U.S.

#### **Rising Costs**

Increasing raw material costs are driving up prices from the top to the bottom of the supply chain

#### More Rising Costs

Difficulties getting, and keeping, labor are driving up costs across the supply chain, too

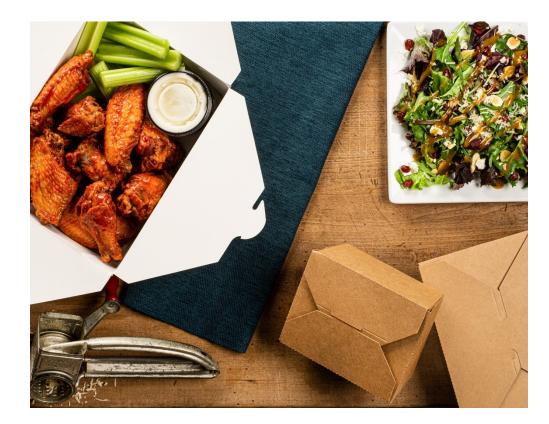


### And Falling Costs

Container freight rates are starting to fall, and trucking rates seem to be stabilizing.

### Conclusion

Customers are prioritizing sustainability in all their purchasing decisions. At the same time, their personal health remains a priority, and they want to see that your taking steps to keep them safe while also preventing theft of food.







# Thank You

