



September 23–25, 2019 • Las Vegas Convention Center  
Las Vegas, Nevada USA

## PACK EXPO LAS VEGAS - POST Show DIRECT MAIL LIST REQUEST

Available post show

### **Packaging End Users**

Targeting Machinery OEMs? Ask for our OEM targeting criteria.

### **Primary industry**

All food & beverage  
All healthcare  
All Cosmetics/Personal Care  
All Household/Automotive  
All other packaged products

*Or you can drill down within a particular primary industry:*

### **Within Food**

Bakery/Snack  
Cereals, Breakfast Foods  
Confection/Candy  
Dairy  
Fruits, Vegetables (Fresh, Canned, Frozen)  
Grains, Seeds, Beans, Flour Nuts  
Meat/Poultry/Seafood  
Pet Food/Pet Care  
Prepared Foods  
Soups/Condiments/Spices  
Frozen/refrigerated foods  
All food

### **Within Beverage**

Beer  
Coffee  
Drinks, nonalcoholic (energy, sport, etc.)  
Dairy  
Juice  
Powdered beverages  
Soft drinks

### **Within Beverage cont.**

Spirits/liquors  
Tea  
Water  
Wine  
All beverage

### **Within Healthcare**

Pharmaceutical  
Biological/Biopharmaceutical  
Medical Devices  
Medical/Dental Instruments or Supplies  
Nutraceutical, Vitamin, Dietary Supplement  
Contract Manufacturing Organization -  
Pharma/Biopharma  
Over-the-counter products  
Cannabis products

### **Within Household/Automotive**

Detergents/cleaners  
Household/auto chemicals  
Tissues and paper towels

### **Within all other packaged products**

Building/Construction/Home Improvement  
Products  
Cannabis products  
Chemical  
Consumer Electronics and Appliances  
Hardware/Tools  
Paper/Printing  
Textiles/Apparel/Footwear  
Tobacco/Smoking Products  
Toy/Sports/Crafts  
Warehouse Distribution/e-commerce

**Job function**

Production/Operations/Quality  
Engineering  
Plant Management  
Package Design or Development/Brand Management  
CEO/Gen Mgr/Other Senior Mgmt  
Logistics/Supply Chain Management  
Regulatory Affairs, Validation/Compliance  
Procurement

**Packaging plant processes**

Canning lines  
Bottling/jar lines  
Dry/powder/granule packaging line  
Cup/container lines  
Tube filling  
Cartoning  
Vacuum packaging/thermoforming/blister  
Clamshell  
Vertical form/fill/seal lines  
Horizontal form/fill/seal or pouch sealing lines  
Polybagging with pre-made bags  
Flow wrapping lines  
Bulk packaging (drums, IBCs, 50+ lb bags)  
Tablet/capsule line

**Packaging machinery buying influence**

Adhesive application  
Bag/pouch fill/seal (pre-made)  
Blisters/clamshells/skin packaging  
Bulk handling/filling equipment  
Capping  
Cartoning  
Case erect/seal  
Case/tray packing  
Coding/marketing  
Container handling/feeding/unscrambling  
Controls & machine components  
Conveying & accumulation  
Digital Printing  
Filling/capping, dry  
Filling/capping, liquid and viscous  
Flow wrapping

**Packaging machinery buying influence cont.**

Form/fill/seal - horizontal (pouches or bags)  
Form/fill/seal - vertical  
Inspect/vision/testing/checkweigh/x-ray  
Labeling  
Multipacking/shrink bundling  
Palletizing/depalletizing  
Retail-ready packaging  
Robotics  
Shrink wrapping  
Stretch wrapping  
Tamper-evident machinery  
Thermoform/fill/seal  
Tray lidding/sealing  
Weighing/combination scales  
Wrapping

**Packaging materials buying influence**

Additives, coatings & inks  
Adhesives/tape  
Blisters/clamshells  
Cartons and boxes  
Closures  
Containers  
Flexible packaging  
Labels  
Multipacks  
Protective packaging  
Resins

**Food processing buying influence**

Cleaning/sanitizing/CIP  
Coating/enrobing/seasoning equipment  
Conveying, mechanical  
Conveying, pneumatic  
Conveyor Belting  
Facility engineering/design/construction  
Feeders, dry product  
Filling/depositing equipment  
Filtration equipment  
Flooring  
Forming/extruding equipment  
Freezing/chilling equipment  
Heat exchangers

**Food processing buying influence cont.**

Mixing and blending equipment  
Motors/drives/gearboxes  
Optical inspection equipment  
Ovens/dryers/fryers  
Process instrumentation  
Pumps/vacuum stuffers  
Pumps/valves  
Slice/dice/shred/mill equipment  
Software, plant floor  
Sterilization/pasteurization equipment  
Tanks/vessels/kettles

**Annual company revenues**

Less than \$1 million  
\$1-\$9 million  
\$10-\$49 million  
\$50-\$249 million  
\$250-\$499 million  
\$500 million - \$1 billion  
Over \$1 billion

**Packaging supply chain**

Contract packagers  
Packaging distributors

**Number of plants attendee is involved with**

You can specify any number between 1 and 100+. For example, "attendees affiliated with 10 or more plants."

Number of plants involved  
with\_\_\_\_\_

All direct mail lists are assumed to be US only unless otherwise requested below

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Lists can also be segmented by US state - States requested -

**PRICING AS FOLLOWS**

\$1,550 for quantities up to 7,500

\$200 per thousand for any quantity above 7,500

Please email list requests to -

Wendy Sawtell

WSawtell@PMMIMediaGroup.com

Date

Company Name

Contact Name

Email

Phone

Billing name and email (if different from above)

Will you use your own mail house? If yes, please give us the contact name and address below.