



PACK EXPO EAST DIRECT MAIL LIST REQUEST

March 3-5, 2020
Pennsylvania Convention Center
Philadelphia, PA USA

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
- Ingredients
- Meat/Poultry/Seafood
- Pet Food/Pet Care
- Prepared Foods
- Soups/Condiments/Sauces/Dips/Dressings
- Frozen/Refrigerated foods
- All Food

Within Beverage

- Beer
- Coffee
- Drinks, nonalcoholic (energy, sport, etc.)
- Dairy
- Juice
- Powdered Beverages
- Soft Drinks

PRE SHOW

Lists Available January 27, 2020

POST SHOW

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 Products

- Detergents/Cleaners
- Household/Auto Chemicals
- Tissues/Paper Towels

Within All Other Packaged Products

- Building/Construction/Home Improvement Products
- Chemical
- Consumer Electronics/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

Aseptic/cleanroom lines
Bottling/jar lines
Bulk packaging (drums, IBCs, 50+ lb bags, pails)
Canning lines
Cold chain solutions/temperature-controlled packaging
Dry/powder/granule packaging line/protective
Transport packaging
Reusable transport packaging (bins, crates, pallets, etc.)
Strapping
Tablet/capsule line
Thermoformed package containers
Tray packaging (primary package)
Unit-dose packaging
Vial filling

Packaging Machinery Buying Interest

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
Controls & machine components
Converting equipment
Conveying & accumulation
Digital printing
Feeding/inserting/unscrambling
Filling/capping, dry
Filling/capping, liquid and viscous
Flow wrapping

Packaging Machinery Buying Interest Cont.

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

Packaging Materials Buying Interest

Blisters/clamshells/thermoforming materials
Cartons and boxes
Closures
Containers
Flexible packaging
Labels
Multipacks/handles/carriers
Retail display packaging

Food Processing Buying Interest

Cleaning/sanitizing/CIP
Coating/enrobing/seasoning equipment
Conveying, mechanical
Conveying, pneumatic
Conveyor belting
Depositors
Facility engineering/design/construction
Feeders, dry product
Floors, doors, walls, ceilings forming
Extruding equipment
Freezing/chilling equipment
Heat exchangers

Food Processing Buying Influence Cont.

Mixing and blending equipment
Motors/drives/gearboxes
Optical sorting/grading equipment
Ovens/dryers/fryers
Pumps/vacuum stuffers
Pumps/valves/fittings
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

0
1
2-5
6-19
20+

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

Lists can also be segmented by US
State States requested -

PRICING AS FOLLOWS

\$1,750 for quantities up to 7,000

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)

Lists are one time use only and will be sent directly to your third party mail house. Please list the name of the mail house and a contact with whom we should work below.

If you do not have a third party mail house we can provide an option to you.