

A newsletter for customers, representatives, and friends of Flair Flexible Packaging.

Product Spotlight: PROVEN™ & OXiGEN™

Flair testing films for dual-ovenable and thermoforming applications

Flair's packaging engineers have been busy developing films that are working their way to the market. These films are currently undergoing testing and will be launched in the future pending successful trials.



PROVEN™

Flair's PROVEN™ film is designed for use in both conventional and microwave ovens. The 1.0 mil film is ideal for ready meals, but additional applications include ovenable baking products and fresh produce. The film can withstand temperatures up to 400°F and seal to a wide range of substrates including A-PET, C-PET, PET, PVC, polyester coated board, and polycarbonate.



Additional product characteristics include:

- Self-venting options to ensure consistent, even cooking
- Exceptional aroma barrier
- High clarity for product showcasing
- Easy peel film for smooth product opening

OXiGEN™

Flair's OXiGEN™ films are specially formulated to withstand the rigorous thermoforming process. High oxygen transmission rates allow red meats to retain their natural bright red bloom before freezing, making this film ideal for packaging frozen red meat. The enhanced co-extruded film composition increases clarity and gloss, improving packaging display and customer appeal.

The following gauges are available for OXiGEN™:

- 3 mil non-forming co-extruded film
- 5 mil forming co-extruded film
- 7 mil forming co-extruded film

For more information or to receive pricing and product samples of these films to conduct trials, call to speak with a Flair sales representative today.
(USA: 920-574-3121; Canada: 403-207-3226)



**Come Visit Us at the
Upcoming PLMA Show!**

**CLICK
HERE TO
REGISTER!**

PLMA's 2015 Private Label Trade Show
"Store Brands and Beyond"
November 15-17
Rosemont Convention Center | Rosemont, IL
Booth F7309

Roadmap for the Future

Flair implements Integrated Business Planning processes to enhance business operations

As part of our commitment to continuous improvement, Flair is currently implementing the Integrated Business Planning (IBP) model into our core business processes. IBP is a process which allows senior management to coordinate and deliver a single operating plan over a rolling 24 month period. This Advanced Sales and Operations Planning (S&OP) best practice model aligns all business functions – sales, marketing, R&D, operations, materials management, logistics, finance – to the strategic and tactical plans of the company. While many of the functions are internal in nature, the results provide enhanced business operations which allow Flair to serve our customers better by allowing critical resources to be properly allocated.

This is a process used by many Fortune 500 companies to optimize strategic planning across multiple locations to support the company's strategies and business goals. Flair continues to progress in the development of our IBP process and meetings, which has been aided by workshops conducted by Oliver Wight, a consulting firm which has assisted many large companies with IBP implementation. ■

Although IBP works on a long-term forward view of the business, it is managed on a monthly basis through a five-step review process:

- Product Management Review
 - Review status of new products
 - Confirm Stage and Gate decisions
 - Discuss data and insights on the market and competition
- Demand Review
 - Discuss large sales opportunities and risks that would affect Demand Plan
 - Obtain monthly consensus from Sales on Demand Plan
- Supply Review
 - Review ability to meet Demand Plan
 - Create Production and Resource plans based on validated assumptions and documented capabilities
- Reconciliation Review
 - Review gaps between current state and strategic plan
 - Discuss matters needing a decision that arose during review meetings
- Management Business Review
 - Review performance indicators
 - Review and decide action steps on matters that arose during review meetings

C-TPAT Certification

The Customs-Trade Partnership Against Terrorism (C-TPAT) is a preventive and protective initiative that was launched by U.S. Customs and Border Protection (CBP) in 2001. The program focuses on importing into the U.S. with an objective to prevent goods such as illegal drugs, hazardous materials, and terrorism-related items from crossing the U.S. border.

Flair Calgary became a certified member of the C-TPAT program back in 2007, and in August passed our second audit to revalidate our certification. Flair was presented with a certificate of recognition (pictured right) and was commended by the reviewing officers: "You have an exceptional grasp of the need for security and its importance. I commend you and your team for having the mindset and

vision to move forward with the needs of your company. This is the key to your success."



Flair will continue to ensure physical, procedural, personnel, conveyance, and IT security as part of our certification. This allows us to confidently assure our customers that the packaging materials we supply will be managed well and our supply chain and goods are secure. Also, our movement of goods into the U.S. from Canada will remain smooth since CBP places less scrutiny on low risk goods coming from C-TPAT member companies. ■