

Packaging

2010

Sources Available in the Business Information Centre



Market Research



Country Intelligence



Company Leads



Tender Opportunities



Useful Contacts

INTRODUCTION

It is important to keep up to date with what is happening in any industry in order to plan your company strategy effectively. The Business Information Centre can provide a wealth of information on all aspects of the Packaging industry from the global industry as a whole to the more specific sub-sectors.

In addition, Enterprise Europe NI is hosted by Invest Northern Ireland. The network can provide direct contact with market research centres throughout Europe and is a first point of contact for researching European Packaging markets.

*This guide has been designed to assist with desk research and shows **examples** of reports and websites that might be useful. It is only possible to give an idea of the content of databases and websites. Invest NI does not endorse any of the websites or information providers mentioned.*

MARKET REPORTS

BUSINESS INSIGHTS (www.globalbusinessinsights.com)

Business Insights publish a range of strategic management, market analysis reports focusing on consumer goods, energy, finance, healthcare and technology. The following is a sample of the reports available through the Business Insights database for the packaging industry:

- Containers & Packaging: Global Industry Guide, February 2008
- Innovation in Food and Drinks Packaging, June 2009
- Packaged Foods & Meats: Global Industry Guide, May 2008
- Trends in Ethical and Sustainable Packaging: Innovation by product category, June 2008
- Future Food and Drinks Packaging, April 2008

DATAMONITOR (www.datamonitor.com)

Datamonitor reports provide comprehensive market intelligence, analysis and forecasting based on primary quantitative and qualitative research, providing the full picture on a particular industry, issue or trend. The following is a sample of the reports available through the Datamonitor database for the packaging industry:

- Method Case Study; Making Cleaning product inspirational through innovative packaging and marketing , 2008
- Private Labels in Retailing, 2009
- Sustainable Packaging Trends: Consumer Perspectives and Product Opportunities , 2009
- Innovations in Packaging - Emerging Opportunities in the Indian Food Industry, 2009

The industry profiles below are available:

- Containers and Packaging – 2009 (for the following countries and regions):

• Asia-Pacific	• Belgium
• Canada	• China
• Europe	• Germany
• France	• Italy
• Global	• Netherlands
• UK	• Spain
• Japan	• USA

- Wrapping and Paper Packaging – 2010 (for the following countries and regions)

• Asia-Pacific	• Europe
• France	• Germany
• Global	• Japan
• UK	• USA

FROST & SULLIVAN (www.frost.com)

Frost & Sullivan provides access to over 4,000 market reports for a wide range of sectors globally. These market reports provide key information such as market size by volume and value, market sectors, market shares, distribution and market forecasts. The following is a sample of the reports available through Frost & Sullivan for the packaging industry:

- Southern African Plastics Packaging Market, 2010
- North American Advanced Electronic Packaging Market, 2009
- Southeast Asia Plastic Flexible Packaging Market for Food, 2009
- Advances in Materials for Electronic Packaging (Technical Insights), 2008
- Chinese Market for Food and Beverage Plastic Packaging, 2008
- Emerging Trends in SMT Equipment (Technical Insights), 2008
- Strategic Analysis of the European Plastic Packaging Additives Market, 2009
- Strategic Assessment of the Bioplastics Market in Brazil and Mexico, 2010

KEYNOTE (www.keynote.co.uk)

Keynote is an online database providing information on 27 industry sectors in the UK. Reports cover industrial and consumer sectors and information includes market size and trends, key players and company profiles. The following is a sample of the reports available through Keynote for the packaging industry:

- Packaging, Food & Drink, 2010
- Packaging, Plastics, 2010
- Packaging, Paper & Board, 2010
- Packaging, Glass, 2008

MINTEL (www.mintel.com)

Mintel market reports analyse market sizes and trends, market segmentation and consumer attitudes and purchasing habits, as well as assessing the future market. The following is a sample of the reports available through Mintel for the packaging Industry.

- Consumer Food Packaging, UK, 2010
- Alcoholic Drinks Labelling, UK, 2010
- Food & Drink Packaging (Industrial Report), UK, 2009
- Light Metal Packaging (Industrial Report), UK, 2009
- Plastic Packaging (Industrial Report), UK, 2009
- Glass Packaging (Industrial Report), UK, 2009

PLIMSOLL (www.plimsoll.co.uk)

Plimsoll specialises in providing up to date, authoritative financial analysis. They publish in-depth industry reports and market analysis on over 1500 UK industries. The following is a sample of the reports available through Plimsoll for the packaging industry:

- Art & Antique Packaging & Transportation, UK, 2010
- Contract Packaging Services, UK, 2010
- Corrugated Board Packaging, UK, 2010
- Cosmetics & Toiletries Packaging, UK, 2010
- Cushion Packaging Materials, UK, 2010
- Flexible Packaging, UK, 2010
- Food Packaging, UK, 2010
- Gift Packaging & Accessories, UK, 2010
- Medical Packaging, UK, 2010
- Metal Packaging, UK, 2010
- Packaging Machinery, UK, 2010
- Packaging Materials, UK, 2010

Some Management Consultants specialise in different sectors and make detailed research available on their websites. Those with research available on the packaging sector include:

- ACCENTURE –
http://www.accenture.com/Global/Research_and_Insights/default.htm
- PWC GLOBAL –
<http://www.pwc.com/gx/en/industry-sectors/index.jhtml>

COMPANY INFORMATION

Identifying companies and finding the right information about their activities and performance is essential to making good business decisions. The Information Centre has a wide range of company databases that can provide financials, product information, company details or trade names. Company information on agents or distributors, competitors or even potential customers, can be searched for on an international, regional, national or local level through a variety of databases including Kompass and FAME.

Some of these databases have free, limited searching available on the internet. This can help to identify potential companies which can be researched further.

The following links are useful:

- Bureau Van Dijk – Free Directory - www.bvdep.com
- Kelly's Directory – www.kellysearch.com
- Kompass – www.kompass.com

Datamonitor supplies company profiles on the larger global corporates inc, Graham Packaging Holdings, Packaging Corp. of America, and SCA Packaging. These profiles provide an invaluable analysis into the competitive and strategic performance of the company.

STATISTICS

The National Statistics website, www.statistics.gov.uk, holds information on import and export trade statistics for many products:
<http://www.statistics.gov.uk/OnlineProducts/>

Datamonitor also provides details on statistics and forecasts.

ASSOCIATIONS

Associations are an extremely useful way to find information on either markets or companies within the packaging sector. Many associations hold detailed membership directories and many also include detailed market reports, statistics, events & industry news. They also provide useful links to further information. The packaging sector associations include:

IRELAND

- Irish Packaging Institute - www.ppa.ie

UK

- Association of Packaging Papers - www.paper.org.uk
- British Adhesive and Sealants Association - www.basaonline.org/
- British Bottlers' Institute - www.bbi.org.uk/home/home.asp
- British Carton Association - www.bpif.org.uk
- British Plastics Federation - www.bpf.co.uk
- Can Makers - www.canmakers.co.uk
- Corus Packaging Plus Designer Service - www.coruspackaging.com/en/design_and_innovation/designer_service/
- Corus Steel Packaging Recycling - www.cspr.co.uk/
- Metal Packaging Manufacturers' Association - www.mpma.org.uk/pages/pv.asp?p=mpma1
- Packaging Federation - www.packagingfedn.co.uk
- Pira International Ltd - www.pira.co.uk
- Processing and Packaging Machinery Association (PPMA) - www.ppma.co.uk
- The Aluminium Packaging Recycling Organisation - www.alupro.org.uk/members.htm
- The British Glass Manufacturers Confederation - www.britglass.co.uk
- The Industry Council for Packaging and the Environment - www.foodproductiondaily.com/
- The Packaging Society - www.iop.co.uk
- The Packaging and Industrial Films Association - www.pifa.co.uk

EUROPE

- Denmark: Danish Technological Institute - www.teknologisk.dk
- Association of European Producers of Steel for Packaging - www.apeal.org
- Beverage Can Makers In Europe - www.bcme.org
- Confederation of European Paper Industries - www.cepi.org
- European Aluminium Association - www.eaa.net
- European Federation of Corrugated Board Manufacturers - www.fefco.org
- European Flexible Packaging Federation - www.efpa.com
- European Metal Packaging - www.empac.eu/
- European Organisation for Packaging and the Environment - www.europen.be
- European Tissue Symposium - www.europeantissue.com
- Finnish Packaging Association - www.pakkaus.com/engl.html
- Deutsches Verpackungsinstitut - www.verpackung.org

- Association of Greek Manufacturers of Packaging Materials - www.pac.gr/english/index.htm
- Istituto Italiano di Imballaggio - www.istitutoimballaggio.it
- Lithuanian Packaging Association - www.packing.lt
- Netherlands Packaging Centre - www.nvc.nl/includes/englishsite.aspx
- Polish Packaging Research & Development Centre - www.cobro.org.pl/english/
- Packaging Union of Russia - www.unipack.ru/sojuzupak
- Packaging Manufacturers - www.ambalaj.org.tr/about%20us.html

INTERNATIONAL

- Asian Packaging Federation - www.asian-packaging-federation.com/
- Australian Institute of Packaging - www.aipack.com.au
- Australian Packaging Machinery Association - www.apma.asn.au
- China Packaging Federation - www.cpta.org.cn/index-e.htm
- The Hong Kong Packaging Institute Ltd - www.hkpi.org.hk
- International Association for Packaging Research Institute - www.piranet.com/
- Israel Institute for Packaging, Design and Product Logistics - www.pack.org.il/indexEng.php
- Japan Packaging Institute - www.jpi.or.jp/english/index.htm
- Korea Packaging Association Inc - www.kopa.or.kr/
- Packaging Council of New Zealand - www.packaging.org.nz
- Packaging Gateway Industry - www.packaging-technology.com/industry/sri_lanka.html
- World Packaging Organisation - www.worldpackaging.org/
- Packaging Association of Canada - www.pac.ca
- Adhesive and Sealant Council - www.ascouncil.org/
- Aluminium Foil Container Manufacturers Association - www.afcma.org/cd.htm
- Aseptic Packaging Council - www.aseptic.org/
- Can Manufacturers Association - www.cancentral.com/
- Corrugated Packaging Council - www.corrugated.org/
- Flexible Packaging Association - www.flexpack.org
- Food Processing Machinery Association – www.foodprocessingmachinery.com
- National Institute of Packaging Handling and Logistics Engineers - www.niphle.com/
- National Paperbox Association - www.paperbox.org/
- Paperboard Packaging Council - www.ppcnet.org
- Petroleum Packaging council - www.ppcouncil.org/

- Retail Packaging Association - www.retailpackaging.org/
- Reusable Industrial Packaging Association - www.reusablepackaging.org/

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NEWS

Business Information Centre subscribes to a number of news databases which provide access to articles news and trade sources.

A vast amount of current and retrospective News articles on the industry can also be obtained from Datamonitor and Mintel.

The Lexis Nexis database has access to trade and news sources from around the world.

INTERNET

The internet holds an extensive range of information on packaging and related industries. Useful sites include:

- **Food Production Daily** - www.foodproductiondaily.com/
Information on the UK and European markets for food processing and packaging with up-to-date news articles and publications.
- **IDS Packaging** - www.idspackaging.com
Online packaging supplier exhibition/directory with packaging related products and services.
- **Packaging Digest** - www.packagingdigest.com
Provides company profiles and a buyers guide for packaging companies.
- **Packaging Technology** - www.packaging-technology.com
Packaging products and service suppliers catalogue.

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SELLING TO THE PUBLIC SECTOR

Enterprise Europe (NI)'s Public Procurement Service (TED), offers the following services to subscribing businesses:

- Daily alerting service matching tender opportunities to tailored company profiles
- Advice and assistance on tendering procedures
- Information on UK and EU Public Procurement Regulations
- Assistance and advice on supplying to Local Government, Education Boards, the Health Sector and Utility companies
- Information on where to access tender opportunities for below EC thresholds
- Advice on how to find public tenders on the internet.

In addition to the TED service, a number of resources for the Public Procurement market are available through Enterprise Europe (NI).

For more information, please find attached a link into the 'Tender Information' section on the Enterprise Europe NI website:

http://www.enterpriseeuropeni.com/inx/services/tender_information.asp

EXHIBITIONS/TRADESHOWS

Exhibitions/Tradeshows are a good way to market your product, finding out who your competitors are, networking and finding new customers. To find out about exhibitions and tradeshows in the Packaging sector, worldwide or locally, just click on the links below:

<http://www.exhibitions.co.uk/>

<http://www.expodatabase.com/messedb/>

RELATED LINKS

These sector guides along with others can be found on the Invest NI website:

<http://www.investni.com/index/publicationsa-z.htm?filter=S>

These are only examples of information available for the industry. If you require anything specific or have any questions, please do not hesitate to contact Kathy McConville, 028 9069 8127 or any member of the Business Information Centre by e-mail: bic@investni.com.

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