



State of the Association

Steve Young
President

Statement of Purpose



- **To provide a forum** for the independent corrugated converter on matters of mutual interest
- **To improve the professionalism** of the independent corrugated converter in the operation of his or her business
- **To pursue democratically determined goals on matters civil and governmental** that have a positive influence on the business interests of the independent corrugated converter

About AICC



- **Founded in 1974**, the largest association for independents exclusively

- **Membership**

- 84 Corrugators
- 323 Sheet Plants
- 219 Suppliers (Associate members)

**Does not include subsidiary locations, only main entity*

- **International in scope, US, Canada, Mexico and members overseas**

A busy year for AICC



- 2008 Annual Meeting and 2009 Spring Meetings
 - Atlanta, SuperCorrExpo
 - Washington, DC, Corrugated Industry Fly-in

Corrugated Industry Fly-in



- 85 participants, 250 individual meetings
- Issues: Healthcare; Energy; Taxes
- “One Industry. One Voice. One Cause.”



Industry Events



- **Sustainable Business Executive Briefing**
 - October 21-22, Chicago
 - Cosponsor with Corrugated Packaging Alliance
- **Pack Expo**
 - November 10-13
Chicago
 - “Sherlock”



Improving Professionalism



- **510 participants in FY 2009**
- **104 companies (21% of all members)**
 - **90 regular members**
 - **14 supplier members**
- **New Programs**
 - **New Business & Account Growth**
 - **Webinar/Sales Summit**
 - **Six audio-web conferences**

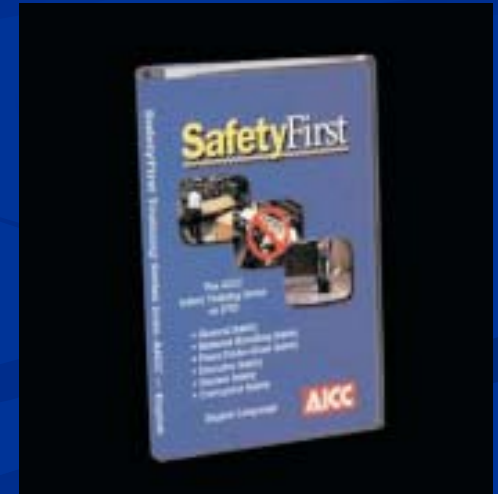
Improving Professionalism



AskRalph technical assistance

Monthly/Annual Reports (e.g., The Business Owner[®], Scoring Boxes, Salary Hourly Wage & Benefit Survey, etc.)

Instructional materials (e.g., Safety First)



Improving Professionalism



BoxScore

Insightful, Informative, Industry-specific... and Independent!

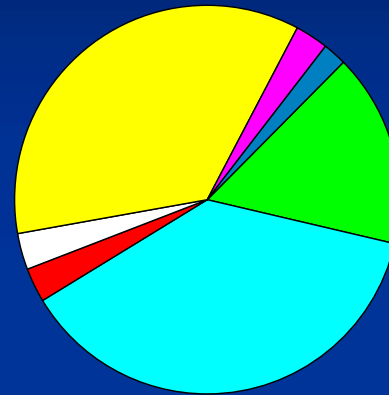


FY 2009 Summary



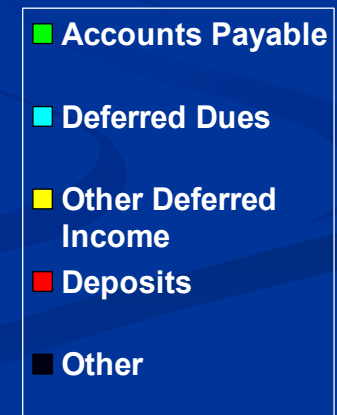
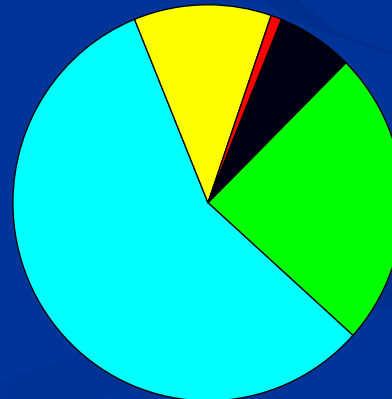
■ Assets

■ \$1,728,429



■ Liabilities

■ \$527,824

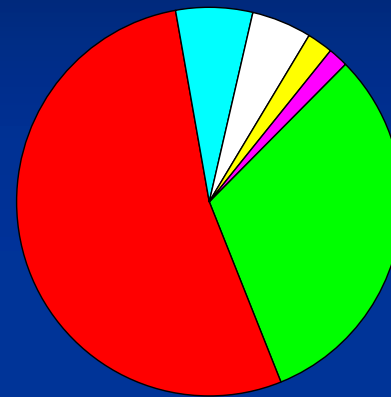


FY 2009 Summary



Income

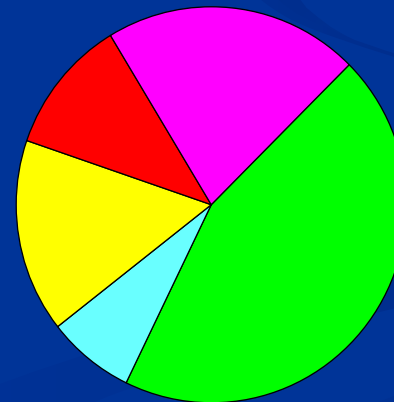
\$ 2,271,720



- Dues
- Natl Mtgs
- Ed. & Training
- Advertising
- Pubs Sales
- Misc

Expenses

\$ 2,446,298



- Natl Mtgs
- Ed. & Training
- Mbr. Services
- Publication
- Mgmt

What's Ahead



- **Education and Training**

- Strategic Direction Executives Forum, November 11-12, Stetson Univ., Celebration, Fla.
- Dollars and Cents of Corrugated Operations, Dec. 7-8, Jersey City, NJ

- **Wal-Mart Sustainable Packaging Expo**

- April 2010

- **National Meetings**

- 2009 Spring Meeting, April 14-16, Hotel Del Coronado, San Diego, Calif.
 - Co-located with Fibre Box Assn., and North American Packaging Assn.

Strategic Direction Exec Forum

November 11-12, Stetson Univ., Celebration, Fla.



- **What?** Two-day strategic direction retreat
- **Who?** Owners and key managers
- **Why?** A GPS for your business – five years... 10

STRATEGIC DIRECTION EXECUTIVES FORUM
YOUR ROAD MAP AND GPS (GROWTH, POSITIONING, STRATEGY) FOR THE FUTURE

THIS CONFERENCE IS A MUST FOR OWNERS AND KEY MANAGERS

AICC
ASSOCIATION OF INDEPENDENT CORRUGATED CONVERTERS

STETSON
UNIVERSITY
Family Enterprise Center

- ✓ Position your business in the current economy. Build your independent board.
- ✓ Improve Your Company results and build it for a successful future.
- ✓ Interact with experts, your team and your peers.
- ✓ Discuss strategies and options for business survival, renewal and growth.
- ✓ Develop an action plan that is driven by measurable results and a sense of urgency.

The poster features a central image of a golden compass rose on a dark blue background with a world map outline. The text is in white and gold, and the logos are in white and blue.



Thank You

In the bottom right corner, there are several overlapping, wavy, light blue lines that create a sense of motion or a stylized graphic element.