

## GET INVOLVED & MAKE A DIFFERENCE

### A message from the ISTA European Division Board

ISTA's vision is to be the leading inspiration and resource for improving our world through transport packaging globally. As our industry, and our world are facing incredible challenges, we know that you and your business are being tested in new and unique ways. We are here to support you through our programming, services, and volunteer efforts.

You can get involved and make a difference. We have several volunteer groups currently leading ISTA in becoming the leading inspiration and resource for improving our world through transport packaging globally, including boards, councils, industry committees and workgroups focused on different testing protocols.

ISTA values providing education, training, and support to the global transport packaging community. From ISTA's Forum, conferences, international symposiums including the European Packaging Symposium, focused webinars, training and certification programs, we offer many opportunities for packaging professionals to learn, excel, network and stay close to industry trends and solutions.

We invite you to join our global community today!

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**SMITHERS** 

**ERICH STEINER**WEBSTON AG

ALBERTO TELLECHEA SAFE LOAD TESTING TECHNOLOGIES BSH is a global manufacturer of home appliances and strives to put a smile on the face of our consumers. To this end, it is crucial that our appliances (packages) reach our consumers in perfect condition. As a member of ISTA, we have full access to worldwide-accepted transport test procedures. Furthermore, the opportunity to network with the ISTA community and its experts in the field of transportation testing and packaging.

**JUERGEN GEISS** GLOBAL PLANNING, LOGISTICS ENGINEERING (GPL-LOE) **BSH HAUSGERÄTE GMBH** 



ISTA provides global insights and best practices to create consistent, sustainable and safe load unitization, especially in our lab technology center, where we need reliable standards and improvements for load security.

**ERICH STEINER** CEO **DUO PLAST AG** 

Being an ISTA member has proved to be truly valuable allowing potential clients to find out about our services and capabilities, but equally important ISTA has allowed us to network with a community to share ideas, discuss issues and gain new perspectives on the challenges we all face as packaging and supply chain professionals. If you are considering joining ISTA then go for it – the more you engage, the greater the benefit.

SAM SHEPPARD FIDLER VICE PRESIDENT EUROPE **SMITHERS** 



AS A MEMBER OF ISTA, WE HAVE FULL ACCESS TO WORLDWIDE-ACCEPTED TRANSPORT TEST PROCEDURES. Challenges created by e-commerce distribution are changing at an incredible pace.

## IS YOUR BUSINESS PREPARED FOR ECOMMERCE?



#### **Protect Your Brand**

In today's world we rely on an echo chamber for making purchase decisions. Social media and unboxing videos assist and influence our purchasing decisions. Nearly 52% of online shopping searches start on Amazon. Product star ratings matter. They influence purchase decisions online and in-store, and nothing drives more negative ratings online than broken product.



#### **Protect Our Planet**

Product damage in distribution is the least sustainable option. Packaging comprises approximately 10% of the overall carbon footprint of packaged products. The environmental implications of product being wasted through distribution damage are significant — especially in e-commerce where you need to factor in return shipments, product disposal, etc. Validating package designs through performance testing is the single most effective step towards reducing and eliminating product damage during transport.



#### **Protect Your Business**

True cost of a damaged product in shipment goes well beyond the manufacturing cost of the product. Things like customer support time, return shipment cost, replacement shipment cost, replacement product cost, etc. all need to be factored in. Product damage in shipment is bad business. Utilizing pre-shipment testing to validate and optimize package designs is the best way to ensure success.

## OUR UNIQUE MEMBER BENEFITS

#### Access to Globally Accepted Package Design & Testing Tools

Free access to the most current ISTA test procedures, process standards, guidance documents and more. Laboratories receive one user license to PackSight, ISTA's online test planning and reporting program.

#### Access to the Most Current Industry Research

Free and unlimited access to our extensive library of papers, presentations, guidance documents and case studies from the best minds in the industry.

#### Certification

Only ISTA members enjoy the benefits of our certification programs, available for transport testing and thermal testing laboratories, transit-tested packages and professionals.

#### **Professional Development Opportunities**

Discounted registration rates to attend all events, including the annual ISTA Forum, which includes TransPack and TempPack, the European Packaging Symposium, and more. Plus, discounts to participate in ISTA's Packaging Dynamics Professional (ISTA PDP) certification program. Access to ISTA's online Career Center, a great resource to post and find a job within the packaging community.

### **Showcase Your Commitment to Sustainability**

By validating your packaged products through our Transit-Tested program, brand owners ensure that their transport packaging is sustainable and will protect their products from supply chain hazards. The ISTA Transit Tested Mark is visible proof to carriers and customers alike that you have done the diligence of minimizing product damage throughout distribution. Only ISTA Shipper members are allowed to print the ISTA Transit Tested Mark on their packaged products.

### **Exposure to Our Global Packaging Community**

Access to our highly engaged volunteer groups currently leading ISTA in becoming the leading inspiration and resource for improving our world through transport packaging globally.

# JOIN OUR GLOBAL MEMBERSHIP

2,000+

Member Professionals

45+

Countries

650+

Certified Testing Laboratories

400+

Leading Brand Owners

900+

Certified People

300+

Packaging Suppliers

300+

Research, Academic Institutions & Students

150+

**European Member Companies** 

#### **Connect With Us**



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