



**ASIA'S 1ST
VENTILATED &
REINFORCED
PALLET WRAP**

AIRMAX™



**2 0 1 7
Celebrating Malaysia's
Enterprising Spirit**

PROUDLY PRODUCED BY RESPACK

**MALAYSIA'S TOP 3
BEST COMPANIES**

OUR OFFICE

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“
Time is more value than money. You can get more money, but you cannot get more time.
”

Towards an exciting 2018!



Another year has passed by! 2017 was filled with many challenges and achievements. New headquarters with new flexible packaging plant in construction, new film extrusion lines, new staffs (50% more!!) etc. It was indeed another chartered milestone for Respack. Nonetheless, it will be remembered as the year of rapid expansion that has reinforced the strength of our business.

I want to take this opportunity to express my greatest gratitude to all our team members and many great customers, and business partners that have shown unrelentless support to us, most importantly having highest faith in us to deliver yet another breakthrough year.

Current work in progress that will be completed soon in early 2018 will be our new headquarters, and our flexible packaging plant. In this ultra modern plant, we will be installing a new 8 color rotogravure printer, bag making machines, primarily focusing on the food industry. On the other side, we are also looking forward to commission two additional cast stretch film lines, and is also pleased to introduce our newly developed patented product, Airmax (Ventilated Stretch Film) and Xforce (Fiber Reinforced Stretch Film). At the same time, our newly setup joint venture in Klang Valley, Ralco Respack (Eco Packaging Division) will pursue manufacturing and marketing of environmentally friendly consumer packaging.

We are committed to our objective of providing our customers with competitive, highest quality and innovative products through continuous improvement in our manufacturing processes. Our investment into the latest technology is starting to bear fruit, with a remarkable improvement in the area of quality control and production efficiency in the last 12 months. We will not rest on our laurels, but instead build on the momentum of growth we have achieved. Our passion for excellence in everything we do, pursuing for continuous improvement in delivering better value to our customer, is strongly embedded in our hearts.

Quality is our culture, innovation is our passion, and customer satisfaction is our reward. Thank you for walking the journey with us!

CK Wan, Managing Director



Meet AIRMAX™

Asia's 1st Ventilated & Reinforced Pallet Wrap

Introducing AIRMAX™ - The world's first ventilated stretch film proudly produced by Respack!

One of the most common problems faced by stretch film users is product suffocation and goods condensation. This issue is particularly vital for fresh and processed food industries where steady air flow is very important to retain the quality and freshness of the produce.

But now, fret no more! With AIRMAX™, customers are guaranteed of the following benefits of our ventilated stretch film which:

- Promotes maximum aeration with superior strength
- Serve excellent ventilation that allows rapid cooling or drying of palletized goods
- Comes with tack allowing easy finish to the wrap, without having to tie-off
- Available in both manual & semi or fully automatic wrapping machines applications
- Can secure any type of load- light or heavy
- Lightweight to handle even in large rolls
- Reduces palletizing costs: less material used for wrapping a load compared to conventional ventilated films

Applications:

- Produce (vegetables, fruits, flowers, plants, eggs, cheese, etc)
- Cooked food (caterer, canned food, etc)
- Carbonated drinks (soft drinks, breweries)
- Chilled & deep-frozen products (dairy products, ice cream, meat, fish, frozen vegetable, frozen snacks, etc)



XFORCE™

Introducing yet another Respack's new product for 2018 - the Xforce™ - a unique, high efficiency stretch film with reinforcement strips aimed at achieving ideal load security at the lowest possible cost.

Xforce™ is highly recommended to be used in all applications that require a strong containment for a secured transit, including heavy loads (up to 2 tons) or load "C", with sharp edges or corners (furniture, machinery, stones or bricks). It offers outstanding tear and puncture resistance, blocks any tear propagation, and protects your packages better during transit.

And if you are thinking of a great way of minimizing cost per pallet (up to 50%) with less effort for your shipping department, then Xforce™ is the answer. The base film is much thinner than traditional stretch film and the reinforcement strips do all the heavy work which dramatically helps to reduce the amount of film used to wrap a pallet. The Xforce™ is:

- Light weight with heavy weight performance
- Excellent stabilization of the pallet load
- Improve yields
- No propagation if punctured
- Easy stretching- easy unwinding- easy finding on film edge
- 100% recyclable



3rd PLACE AT THE SME CORP ENTERPRISE 50 AWARD 2017

Congratulations to our dedicated team for winning 3rd place at the SME Corp Enterprise 50 (E50) Award 2017!!!

Prestigiously co-sponsored by Deloitte Malaysia, which is one of the world's leading professional organizations in the areas of audit, tax, consulting, and financial advisory, the event was held on 17 November 2017 at MITEC, Kuala Lumpur.

The E50 Award is a top-notch award that acknowledges the achievements of Malaysia's enterprising small and medium enterprise (SMEs), where it opens up a platform for local businesses to strive for excellence in what we do. It also recognize contributions of local enterprises towards the growth of the nation and to encourage them to assume a greater role in the economy.

Taking part and winning this award has helped Respack to review, recap and strategize our future growth, in a way which we could capitalize on the benefits of the award by working closely with all the sponsors and organizers. Above all, winning this award has motivated our members to strive harder towards a higher growth.

Other major sponsors include The Malaysian Business Times, RHB Bank, Telekom Malaysia and Media Prima.

A big thank you to our team for their hard work and effort. Keep up the good work, team!



• Managing Director - CK Wan receiving award from Secretary General of Ministry of International Trade and Industry - YBhg. Datuk Seri J. Jayasiri



SIN CHEW BUSINESS EXCELLENCE AWARDS 2017

Respack is proud to announce that we have won the Sin Chew Business Excellence Award again!

This is our 2nd win since our 1st award in 2016 which we were conferred the Product Excellence Award. In 2017, not only have we improved our product quality, but we have also expanded our global market presence to more than 32 countries.

The 5th edition of SCBEA 2017 which was held at Setia Convention Centre in mid November 2017 offered a total of 12 award categories and Respack is proud to win the Manufacturing Excellence Award 2017. It is our great pleasure to share the joy and achievement with our customers, business associates and suppliers. Thank you for your continuous support all these years and we look forward to building a sustainable partnership with you.

“

Nothing stops the man who desires to achieve. Every obstacle is simply a course to develop his achievement muscle. It's a strengthening of his powers of accomplishment.

-Eric Butterworth-

”





DONGGUAN RESPACK INNOVATIVE MATERIAL CO. LTD

Respack Is Now In China!

Respack has taken another milestone by expanding into the Chinese market. Known as Dongguan Respack Innovative Material Co. Ltd, it has started operations in October 2017 which specialised in the sales and marketing of stretch film and high-performance packaging materials.

Why China?

Most populous country, thus more purchasing power.

Over 100 cities with more than 1 million inhabitants each, its economy will continue to grow at a high pace.



“
STRENGTH AND GROWTH
COME ONLY THROUGH
CONTINUOUS EFFORT AND
STRUGGLE.



- NAPOLEON HILL, AUTHOR

Growing economic market

The China packaging industry is set to witness notable growth between 2017 and 2021, growing at a rate of 5.4%, compared to 4.5% during 2011-2016. The strong growth of the China packaging industry drives the need for new packaging formats, such as different sizes and new materials.

Biggest food and soft drinks market

During 2017-2021, food and soft drinks packaging are expected to be the biggest market share gainers with reported growth of 3% and 2% respectively. The introduction of innovative food and beverage packaging materials with improved benefits such as anti-microbial properties and mechanical strength, which ultimately help to maintain product freshness for a longer time, are expected to drive the consumption of packaged food, thereby directly driving the growth of packaging materials in these two industries. In terms of the packaging material, Respack will be investing extensively to produce high performance packaging and stretch film catering to the China market.

Enterprise Resources Planning (ERP)

GOING ONLINE!

Respack has taken another step forward towards improving productivity and increasing efficiency of the whole streamline processes by implementing the new ERP system. This project is currently under development and is set to launch around March 2018. So how can the ERP help to improve Respack's service to its customers and how do customers benefit from this?

How does the ERP help improve business operations at Respack?

It helps to integrate and manage daily operations that span from inventory and order management, accounting, human resources and customer relationship management which deliver information across the entire organization. This will greatly help in terms of reducing manual processes, thus maximising time and precision so that business runs efficiently with less waste. For example, customer service officers will no longer have to manually key in proforma invoice, sales order and packing list thus allocating more time to serve customers.

The ERP helps reduce costs and allow more time for employees in many departments (at every level) to focus on what they do best.

And how can the implementation of ERP benefit customers?

This is a "Win win situation" where the ERP system does not only improve Respack's operation but it will also benefit our customers in many ways. Since the information within ERP is more accurate compared to the normal system, we can make realistic estimates and more effective forecast for customers' items. Having said this, it will improve traceability of customers order, on which stage the items are at and etc. Subsequently the whole process actually helps to minimize error and increase the performance in many aspects such as more efficiency in order processing. This system also promotes better relationship between customer service and customer through faster and more precise access to customers' information and history.

RALCO RESPACK POLYBAG SDN. BHD.

As environmental issues such as global warming and waste disposal problems draw worldwide attention, Respack and Ralco Respack Polybag Sdn. Bhd. - a Malaysian public-listed manufacturer of rigid plastic packaging - unite our efforts towards reducing the global carbon footprint and to make our planet cleaner for the future generations.

This new initiative focuses on manufacturing:

- Biodegradable & compostable packaging such as waste bag (bin bag, green waste, bio waste, organic waste, compostable liners, sacks and bags for collection of food waste and dog faeces) and bags suitable for food contact (checkout and shopping bags, produce, fruit and vegetable bags and freezer bags)
- Oxo-Degradable Products: General polyethylene packaging applications
- Recycled Products: Builders film, garbage bags, plant nursery bags, mulch film



A FLASH OF EXCITEMENT



The entrance



More spacious working area for our staffs

Respack Manufacturing which started with just an 80,000 sq ft plant in 2012 is now expanding bigger with the new plant located just next to our existing plant. Renovation is now 60% complete and all of us are looking ahead to move in to our new office. Now that we have bigger space, the working area will be more systematic with better facilities. We hope that the new environment will bring positive vibes, good energy, improve employee morale and increase productivity of our staff hence making our customers happier. Here's a little sneak peak of our coming-soon-excitement!!



The lobby. A big warm welcome for everyone



CYCLING DAY OUT TO MERDEKA BEACH



The best way to enjoy a sunny day... a cycling trip all the way to Pantai Merdeka! It was indeed a refreshing morning for a group of Respack's staff when they went on a 37km cycling trip last month.

With the fresh morning air and alluring paddy fields along the way, it took the team 3 hours of adventurous journey to reach their destination.

For some, it was their first experience in many years of cycling such a long distance. "I haven't been riding a bicycle for many years, and I nearly gave up halfway!" says Olivia Ong, our Customer Service Executive. "But with the encouragement from other team members, I carried on and completed the trip," she proudly said.

Olivia is an example of sheer determination whereby she had just undergone a leg operation some 6 months ago.

The journey was sure long and exhausting but worth every calorie burnt and experienced gained!



CHRISTMAS VIDEO 2017

"Enjoy the time you have with your friends and family. That doesn't mean spend money you don't have on them. It means enjoy your time with them"

- Robert Kiyosaki

Well, Respack's family definitely enjoy being around one another. Last Christmas was one of our memorable moments where everyone took part in making our first ever Christmas musical video. The momentum and excitement were contagious for everyone where we laughed and we cheered with delight. We had so much fun from the beginning till the end.

On behalf of management team, we thank everyone who were involved in putting the video together. It was indeed a wonderful learning process!

To enjoy our musical Christmas video, visit our website at www.respack.com.my/news-events