



**Pack Expo International 2014
November 2-5**

KHS Booth #S-2114



Pack Expo 2014 Overview

- McCormick Place
2301 S. Lake Shore Drive
Chicago, IL 60616

- Show Dates & Times
 - Sunday, Nov 2 – Wednesday, Nov. 5
 - Sunday-Tuesday: 9 AM - 5 PM
 - Wednesday: 9 AM - 5 PM

 - Booth Staff – Arrive @ 8:30 AM

- Booth & After Hours Attire
 - Sales, Marketing, All Others
 - Gentlemen: Suit (dark) & Tie
 - Ladies: Business
 - For Service Personnel – Khakis w/KHS white dress shirt or blue polo (Show dates only)



Pack Expo 2014 Overview

- KHS Exhibiting Machines
 - Innofill Micro Filler (static)
 - Innofill DVD40 (static-exhibiting in the Barry-Wehmiller booth # 2100)
 - Innopack Kisters TSP
 - Innopouch IMDG
 - Innopouch CMF-30
 - Family Pack – Robotic Automation Cell
 - NMP & Direct Print display

- General Booth Concept
 - Exhibiting our global turnkey capabilities visually throughout the booth. Video display cases and video machine kiosks will be incorporated as well as iPads with our complete product portfolio.

- Booth Hospitality
 - We will offer daily hospitality in the booth for our customers – all day beverage service. Lunch will be served from 12-1 pm



Pack Expo 2014

Pre-Show Meeting in the Booth

- Saturday, November 1
 - 3:30 PM – Arrive @ McCormick to pick up badges
 - 4:00-6:30 PM – Pre-show Meeting
- Agenda (times subject to change)
 - 4:00-4:30 – Booth Expectations & Conduct – Maus
 - 4:30-4:45 – Booth Overview – Guy
 - 4:45-5:00 – Innopouch CMF30 – Wickman
 - 5:00-5:15 – Innopouch IMDG – Wickman
 - 5:15-5:30 – Innofill Micro Filler – Pease
 - 5:30-5:45 – Innofill DVD Filler – Pease
 - 5:45-6:00 – Family Pack – Robotic Automation Cell – Wells
 - 6:00-6:15 – Innopack Kisters TSP – Humbert
 - 6:30 - Dinner on your own



Pack Expo 2014

Conference Rooms/Customer Dinner Schedule

- In order to efficiently track schedules we have created a SharePoint calendar to track the activity. To access the calendar you need to go through the VPN.
 - Calendar Link: [http://us-sa-appl01.khswnt01.khs-ag.de/Lists/Pack Expo 2012 Conference Rooms/calendar.aspx](http://us-sa-appl01.khswnt01.khs-ag.de/Lists/Pack%20Expo%202012%20Conference%20Rooms/calendar.aspx)
- There are three conference rooms in the booth. All three conference rooms (A, B, and C) are equipped with a flat screen TV for presentations, and can seat 8 people.
 - Please note that conference rooms A & B have a retractable wall which opens up to create one meeting space that will seat 16 people comfortably.
- You are responsible for:
 - Reserving conference rooms
 - Making your customer dinner reservations directly with the restaurants
 - Entering your customer dinners into the SharePoint calendar
- For onsite scheduling or If you have any questions please contact Wendy Brucker +1-262-787-3282 wendy.brucker@khs.com



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Booth Expectations & Conduct

- Arrive to booth @ 8:30 AM
- Please conduct yourself at the exhibition booth so that the booth visitor has a lasting positive impression of our company on the one hand and so that you can attain as much information as possible from the visitor on the other. Adhere in particular to the following basic rule:
 - In the eyes of the visitors, each of us represents the entire company.
 - Practice Good Boothmanship:
 - Display welcoming body language:
 - Good eye contact with all attendees
 - Inviting handshake that matches visitor's handshake
 - Approach the visitors, particularly those who appear to be interested as they stand outside the booth



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Booth Expectations & Conduct

- Exceed our visitor's expectations:
 - Acknowledge within 15 seconds
 - Greet within one minute
 - Answer their questions and give solutions to their problems
 - Meet staff qualified to make a deal
 - Receive promised follow-up after the show
- Distribute yourselves evenly throughout the exhibition booth and fill in any "gaps".
- Approach and take care of all customers even if they might not be in your sales area.



Pack Expo 2014 Hotel

- KHS Hotel Information
 - Hotel Allegro
171 W. Randolph Street
Chicago, IL 60601
#312-236-0123

Check in: 3:00 PM/Check out: 12:00 PM

Hotel confirmations will be sent AFTER Oct 20th



Pack Expo 2014

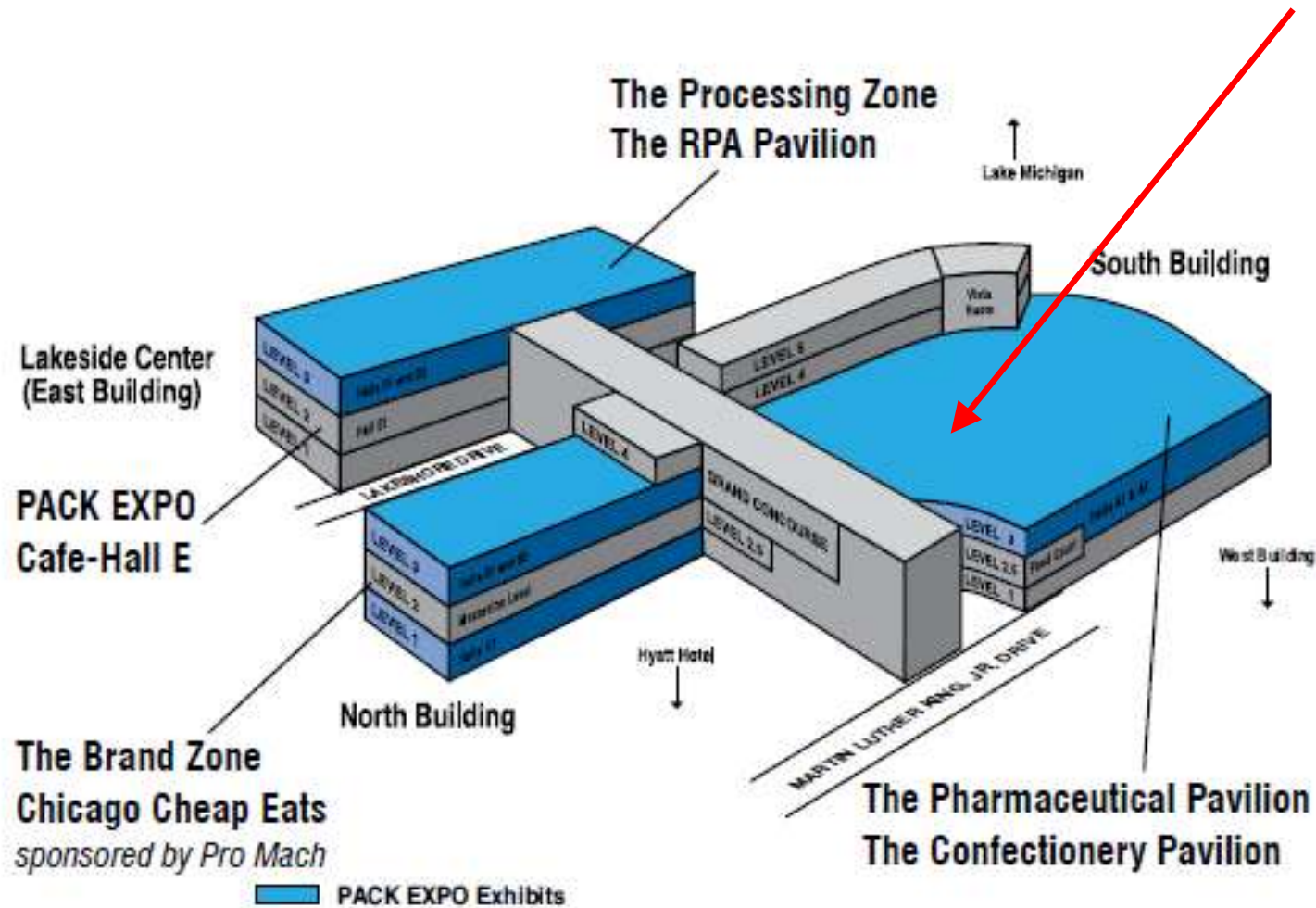
Pack Expo Shuttle Service

- Pack Expo Complimentary Shuttle Service
 - Morning Shuttle Pick Up
 - Hotel Allegro – NW Corner of Randolph & LaSalle
 - Board buses marked with a yellow “South & West Building” sign
 - 7:00 -10:30 AM - every 15-20 minutes
 - Afternoon Shuttle Pick Up @ McCormick Place
 - 3:00-6:00 PM – every 15-20 minutes



Pack Expo 2014 McCormick Place

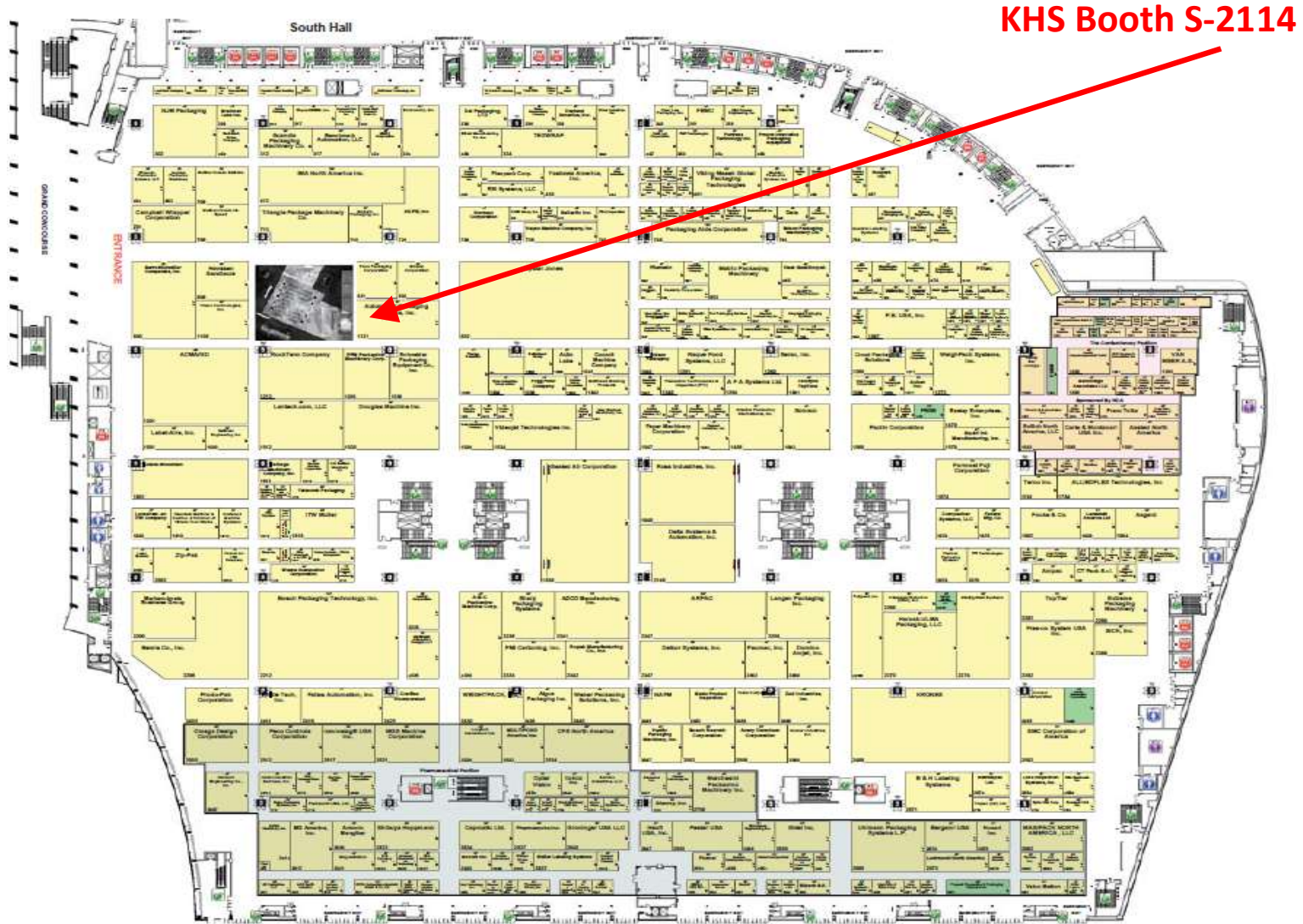
KHS Booth S-2114





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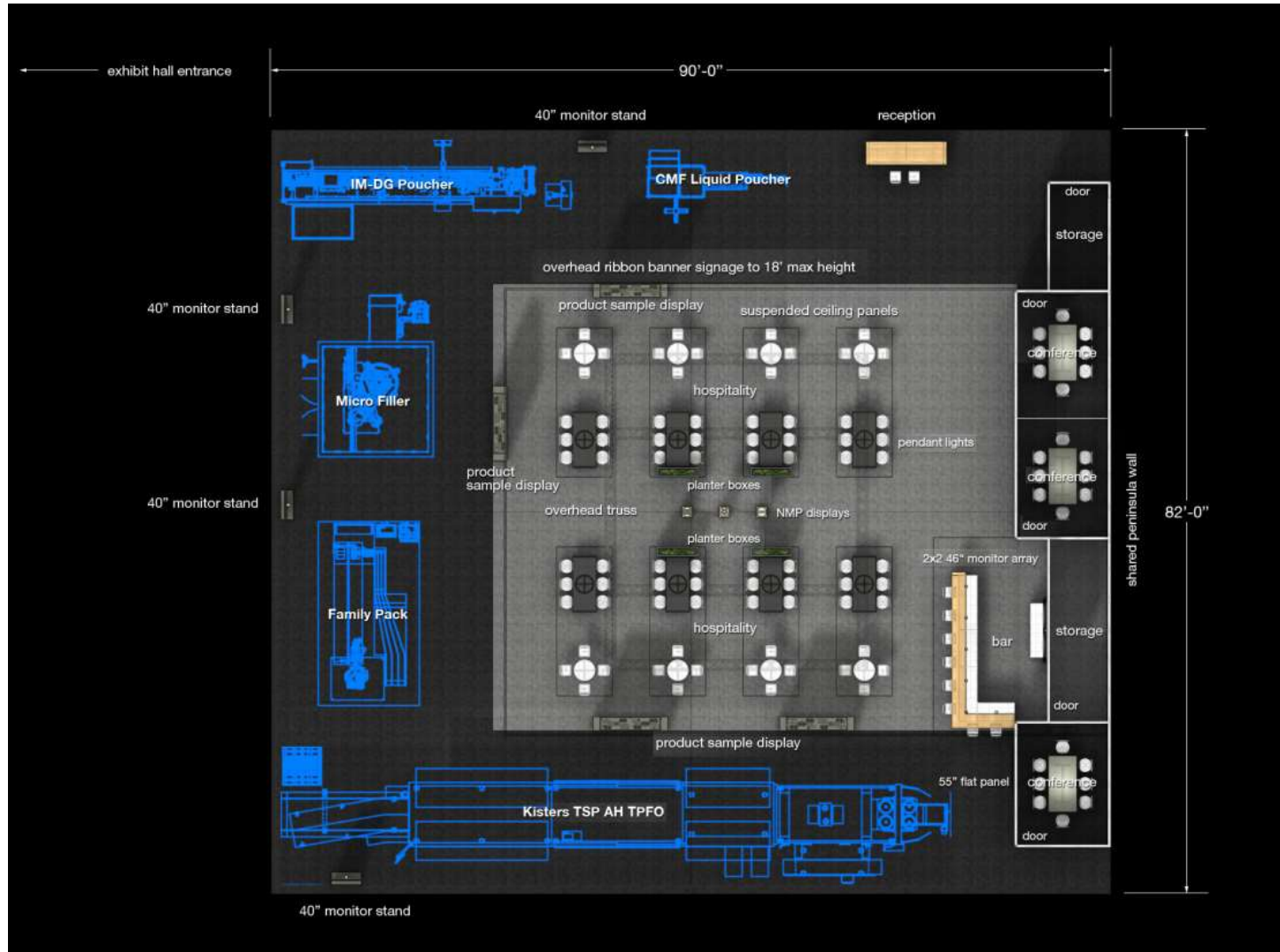
Booth Location – South Building Floor Plan





Pack Expo 2014

KHS Booth Floor Plan





KHS After Hours 2014 House of Blues Chicago



- Date
 - Monday, November 3

- Location
 - House of Blues Chicago
329 N. Dearborn
Chicago, IL

- Hours
 - 6:30 pm to 7:30 pm
 - Cocktail Reception, Open Bar & Hors d'oeuvres
 - 7:30 pm to 9:30 pm
 - Delicious Entrée Selections

- Musical entertainment by Cadillac Dave and his Chicago Redhots

- For KHS Staff: A bus shuttle will be available. Departing McCormick at 5:15 PM & Arriving at the House of Blues at 6:00



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Getting To/From Chicago Airports

- RTA – Regional Transportation Authority - www.rtachicago.com
 - Operates rapid transit between O’Hare & downtown Chicago and McCormick Place at a cost of \$2.25 per day
- GO Airport Express - www.airportexpress.com
 - Provides van service to and from O’Hare and Midway Airports from their baggage claim centers.
 - A One-way ticket to downtown Chicago is approximately \$50.00 round trip.
 - Vans depart every 5-10 minutes.
- Taxi Service
 - O’Hare Airport
 - A ride from O’Hare to downtown Chicago takes approximately 40 minutes
 - Cost is approximately \$50 for a ride to downtown Chicago
 - Midway Airport
 - A ride from Midway to downtown Chicago takes approximately 30 minutes
 - Cost is approximately \$30 for a ride to downtown Chicago



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Metra Train Service To & From Hotel/McCormick Place

- Metra Trains www.metrarail.com
 - Stations
 - Millennium Station
 - Below ground on Michigan Ave between South Water and Randolph Streets.
 - Street level access is on Michigan Ave at the southwest corner at Randolph St.
 - Van Buren/Jackson Street Station
 - Below ground on Michigan Ave between Jackson and Van Buren Streets.
 - Street access is on Michigan Ave at Van Buren Street.
 - McCormick Place Convention Center Station
 - Level 2.5 off the Grand Concourse of McCormick Place South (stairway and elevator access to the train platform)
 - Schedule – Sunday/Weekend
 - Departs Millennium Station - Begins at 5:15 a.m
 - Ticket prices
 - One way ticket - \$2.75
 - 10-Ride - \$24.75



2014 ACTUAL 1-3Q14 by Product Group (USA view)

	Turnkey	Single Machines	PS/Parts/Conv	Group Totals
Wet	\$			5
Dry				4
PET				6
Pouch				5
Conveyor	\$			9
3rd Party Equipment	\$			0
Installation Services	\$			5
Freight	\$			2
Misellaneous				
Spare Parts				0
Conversions				2
Field Services Paid				8
Total	\$			7

Note: DOES NOT INCLUDE WEEK 43 ORDERS.



2014 ACTUAL PERFORMANCE vs. BUDGET (USA view)

	Turnkey	Single Machines	PS/Parts/Conv	Group Totals
Wet	123%	88%		100%
Dry	0%	139%		84%
PET	0%	60%		35%
Pouch		62%		62%
Conveyor		11%		95%
3rd Party Equipment	178%			317%
Installation Services	121%	8%		49%
Freight	32%	6%		15%
Misellaneous		0%		0%
Spare Parts			79%	79%
Conversions			50%	50%
Field Services Paid			60%	60%
Total	90%	77%	74%	78%

Note: DOES NOT INCLUDE WEEK 43 ORDERS.



THE PATH FORWARD:

\$100 MILLION

\$100 MILLION - TODAY

\$200 MILLION TO GO!!!