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SUSTAINABLE PACKAGING EDITION

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Marc Datelle, CEO

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COVER STORY

Anduro's new facility features a roof completely covered with solar panels.

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As a premier flexible packaging supplier, Anduro Manufacturing consistently delivers world-class products on time, every time. Thanks to Anduro's unwavering commitment to quality and reliable delivery, customers have learned to trust Anduro and have confidence that their bags will look great, show up on time, and perform to their demanding expectations.

Tackling packaging challenges

At its new, technology-forward, and industry-leading San Pedro Sula, Honduras manufacturing facility, Atlanta-based Anduro Manufacturing embraces complex packaging challenges with technical expertise, creativity, professionalism, and state-of-the-art machinery, all marshaled in service of environment-friendly processes, products, and outcomes.

Their process is managed by a team of packaging professionals who combine to offer over 75 years of packaging and manufacturing experience. These foundational principles propel Anduro ahead in a competitive, challenging industry. The company continuously leverages this powerful blend of resources to outpace its competitors and offer customers an unparalleled choice for fulfilling their flexible packaging requirements.

> "We've been working diligently for years to build a culture where our team members absolutely know they are appreciated and are motivated to give their best for the company and our customers."
>
> - ***Marc Datelle, CEO***

A reliable, faster alternative to Asian providers

Not only is the Anduro plant new, so is the majority of equipment on the manufacturing line.

Historically, many businesses needing durable and shelf-ready packaging in the Western Hemisphere relied on suppliers from Asia and India. This has changed over the past few years as buyers are now compelled to look for safer, more reliable alternatives. Anduro offers a Near Shore, faster, and more reliable option from its manufacturing facility in the Americas.

Anduro's North American location, modern equipment, efficient workflows and streamlined transportation channels anticipate and mitigate the many risks associated with long-distance suppliers. Anduro identifies and tracks all supply chain issues, delivering new bags to clients as fast as 20 days from order, an almost impossible feat for Far East suppliers.

"We embody the look and feel of a U.S.-based supplier, but our solutions are more cost-effective," says CEO Marc Datelle. "We pride ourselves on our on-time delivery record. When placing an order with us, clients can rest assured that they will receive an exceptional product at a great value and get it exactly when they expect it to arrive."

Eco-friendly packaging

The new Anduro facility shines during a brief quiet moment.

Anduro leads the packaging industry's shift toward sustainability. The company uses recycled materials and operates a near-zero waste facility. Collaborations with industry giants allow them to test new lighter, stronger, and greener polymers, ensuring their packaging meets high environmental standards without compromising quality.

In addition to using post-consumer recycled materials in manufacturing its current packaging, Anduro is looking to the future. In partnership with oil and gas industry leaders, they will test new polymers and films that present unique approaches to improving packaging sustainability.

The company approaches each new polymer with meticulous care, considering the needs of consumers, product integrity, and long-term environmental sustainability. Their team recognizes that introducing new materials is far from a straightforward pursuit and requires rigorous testing and customer collaboration to ensure compatibility with its products and manufacturing processes.

Strategic location and advanced operations

Anduro Manufacturing Leadership Team. (L-R) Klaus Orellano, Plant Manager; Jon Solberg, Packaging Specialist; Maria Duron, Director of Client Services; Marc Datelle, CEO; Daniela Millares, Senior Purchasing Manager; Antonio Hepburn, COO; Carlos Ramirez, General Manager.
Not Pictured: Tim Vroman, President & CFO.

Anduro's location in San Pedro Sula, Honduras, leverages the region's manufacturing expertise and strategic location near Central America's largest and most sophisticated port. This enables rapid transit to the U.S. and compliance with FDA and GFSI mandates. The company's near-zero waste facility is a high-use solar facility and maximizes resource utilization, significantly reducing costs.

Sustainability was a driving force behind the multi-year construction of Anduro's new San Pedro Sula plant. Nearly every inch of the roof is covered in solar panels, ensuring that renewable energy powers the bulk of the new facility's operations. The initial results exceed expectations, with solar providing about 80% of the building's energy needs.

Efficient distribution across North America

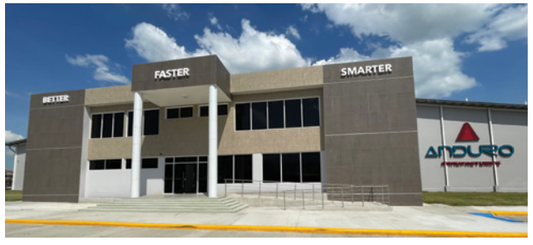
In North America, Anduro operates a state-of-the-art distribution center in Gulfport, Mississippi, strategically positioned to efficiently serve customers across the U.S. and Canada. With a reputation for creating tailored programs for diverse customer needs, this site employs a flexible inventory management system to accommodate varying stock-keeping unit requirements without compromising speed.

Anduro's fully integrated supply chain empowers swift and seamless execution, enabling expedited production and delivery timelines. Equipped with the proven capability to produce and deliver custom packaging solutions on time and on budget, the company stands at the forefront of efficiency and responsiveness in the global packaging industry.

Innovative packaging solutions

Anduro excels at creating robust packaging that protects product integrity and maintains shelf appeal. Its use of post-industrial and post-consumer recycled materials is part of a broader commitment to sustainability. The company continuously explores eco-friendly options for all layers of its packaging.

All of these benefits come with practically zero downside to the environment. Its bag composition incorporates up to fifty percent post-industrial recycled material, with plans to introduce a new product using over thirty percent post-consumer recycled material. Anduro's journey toward sustainability does not end there. They continue exploring innovative solutions, such as eco-friendly printed materials for outer layers and recyclable alternatives for inner layers, all while maintaining a watchful eye on the cost impact of any new materials it may utilize.



The new Anduro facility seen from outside.

A nimble, customer-centric packaging and manufacturing process

In 2021, Anduro was proud to finish the year with a 99% on-time record. This highlights how they remained strong during the worst worldwide shipping slowdown outside of wartime. Anduro made its customers' bags on schedule and shipped them from Honduras to Gulfport, Mississippi, with only a one percent variance from planned delivery dates.

In an average, non-remarkable year, the performance they showcased would have been world-leading. In 2021, as container ships were delayed worldwide, it was a testament to planning that anticipated the worst and delivered the best.

Datelle says this is the company's focus, "Always improve, always overdeliver and NEVER stop innovating."

This means investing in equipment, software, technology and workflows, as the company has always done, but even more so in the two-year-long build of its new manufacturing facility. But it also means investing in its people, both in workforce training and in building a modern medical center, staffed with a full-time physician to care for its employees and their families.

"Too many companies say they value their team members," says Datelle. "But when it comes down to the difficult job of giving those employees agency, fair pay and the security that their families are in a good place, they fall short. We've been working diligently for years to build a culture where our team members absolutely know they are appreciated and are motivated to give their best for the company and our customers."

What's next for Anduro and its customers?

Making fabric at the Anduro plant.

Anduro is expanding its capabilities with a new fabric production facility, tripling output and reducing reliance on external suppliers. They are also embracing the growing market for PET and MONO-MATERIAL bags, further enhancing their environmental credentials. These easily recyclable materials make it much more likely that post-consumer packaging will return to the manufacturing stream instead of landfills.

> **We're not satisfied with being just an efficient, modern, and sustainable bag manufacturer. We want to be – are becoming – the best and most sustainable packaging manufacturer in the world. We want the Anduro brand to stand for the best choice a customer can make, for themselves and their customers.**
>
> ***– Marc Datelle, CEO***

This evolution will allow for more flexibility in packaging and much easier recyclability of Anduro's packaging. State-of-the-art equipment enables the production of these high-quality plastic bags, with the flexibility of quad-seal and bottom-folding glue bags.

By setting new standards in sustainable packaging, Anduro continues to support companies in navigating modern commerce complexities and delivering eco-friendly products on time, just days from order to delivery. EB