

TECHNOLOGY CHANGES PACKAGING AND OTHER INDUSTRIES

Technology offers many new avenues to the packaging industries served by Con-Tech. We are constantly working with our cutting-edge suppliers to help our various customers work with these technological advances.

OUR AGRICULTURAL CUSTOMERS INNOVATE

The agricultural and farm equipment [industry is changing](#), with technology leading the way and equipment manufacturers being forced to innovate to stay relevant. Today's tractors include technology like global position systems tracking previous trips, self-driving tractors and combines with [technology ensuring efficiency](#) and environmental compliance. In fact, the global [agriculture and farm machinery market](#) is expected to be valued at U.S. \$342.8 billion by 2027 with the growing popularity of precision farming, various IT applications and high-tech engineering and smart sensors.



Con-Tech sees the value of these technological advances with its customers. One customer focuses on maximizing milk quality, while another is a world leader in the design and manufacturing of storage and transportation containers and specialty products utilized in worldwide agricultural operations and packaging plants. Yet another customer leads in design and manufacture of storage and transportation containers and material handling bins

for food and specialty products utilized in agricultural operations.

TECHNOLOGY CHANGES AUTOMOTIVE CUSTOMERS

There is little question that the prevalence of electric vehicles and increasing use of computer chips in vehicle manufacturing has changed the automotive industry forever. Covid 19 had a [bright side for the automotive industry](#) growing online traffic and encouraging OEMs to cooperate with partners to address challenges. Post-Covid 19 will [continue trends](#) including

widening of electric vehicles and an ever-increasing digital presence. And [consumer buying](#) trends have also changed as more than 80% of buyers recently surveyed revealed that Covid 19 changed the type of vehicle they wished to buy.

Con-Tech works with customers satisfying the highest automotive industry standards. Our parts are used by a multinational manufacturer of automobiles, motorcycles, garden equipment, marine engines, personal watercraft and power generators and other products, and the largest manufacturer of internal combustion engines. We likewise provide parts for another multinational producer, distributor and seller of trucks, buses and construction equipment, which also supplies marine and industrial drive systems and financial services. In 2016, it was the world's second largest manufacturer of heavy-duty trucks.

TECHNOLOGY ALTERS CONSTRUCTION EQUIPMENT

Technology has also made inroads into the construction equipment industry. The construction equipment market is being boosted by international infrastructure improvement initiatives, as well as witnessing [substantial demand](#) for digital transformation. Although Covid 19 had a monumental contemporary negative impact upon the construction equipment market, the global [construction equipment market is projected to grow](#) from \$141.99 billion in 2021 to \$222.14 billion in 2028 with significant growth in the rental market.

Our parts are used by a multinational manufacturer of automobiles, motorcycles, garden equipment, marine engines, personal watercraft and power generators, and other products and the largest manufacturer of internal combustion engines.

We provide parts for a multinational producer, distributor and seller of trucks, buses and construction equipment which in 2016 was the world's second largest manufacturer of heavy-duty trucks. Another multi-national customer with 180 global sites manufactures, reconditions, recycles and resells industrial containers for heavy-duty use including adhesives, cements, grout, primers, solvents, sealants and other products used in the construction industry.

INTERNET FUELS PACKAGING DEMANDS FROM PERFUMES TO CHEWING GUM

Factors like a rising young, pleasure seeking population with internet access are [set to drive global demand for fragrance packaging](#). In fact, [global demand for fragrance packaging](#) is set to reach \$451,000,000 by 2026 including primary and secondary packagers. [Cosmetic packaging](#) is also expected to grow 3.7% through 2026 using various materials from different metals from glass, paper, and plastics.

From perfumes, cleaning products, laundry and personal care items, oral care, and chewing gum, to foods and pharmaceuticals, Con-Tech contributes to packaging touching many lives. Con-Tech customers make everything from hand sanitizers and perfume to nail polish. We service farms and growers, distilleries and manufacturers.

We service the world's largest manufacturer of high-viscosity guar gum, and the largest supplier of oilfield guar on earth as well as a multi-national with 180 global sites in manufacturing, reconditioning, recycling and reselling industrial for products including purees, syrups, flavorings, concentrates and wine. Their containers preserve freshness and flavor while protecting contents from contamination and ensuring safe transport.

MANUFACTURERS LOOK TO SUSTAINABILITY

Sustainability also has had a recurring role with today's packaging players. Con-Tech has seen this with its customers, as one multi-national customer with 180 global sites offers manufacturing, reconditioning, recycling and reselling industrial containers. They are the largest reconditioner in North America with 50 facilities in the U.S. and Canada offering collection, laundry, drying, testing, repair and return of reconditioned customer-owned IBCs, plastic and steel drums. They provide containers for car-care products, including chemicals, cleaners, fuels, lubricants and hydraulic fluids, including distinctive packaging shapes, decorating options and high-quality graphics. And every container is recyclable, so more material goes back into production instead of into landfills.

After suffering during Covid 19, the global [food and beverage packaging market](#) served by Con-Tech also is poised for growth. Many factors large and small affect food and beverage packaging market growth including things like [global demand for nutrition rich](#) snacks and growing demand for [clean, packaged drinking water](#).

Our food and beverage clients include farms and growers, distilleries and manufacturers. Our customers make products ranging from potato chips, maple syrup and peppermint oil to vodka and elderberry shots.

With current tariffs, restrictions and trade challenges, we continue to look for other opportunities in emerging markets. Our team is in constant contact with suppliers and customers. We are always working to ensure we continue to work with our customers and all of the new technology with which they work, offering them the best products and services at the most affordable prices possible.