

# The Composite Can and Tube Institute

## MEMBER PROGRAMS, SERVICES & BENEFITS

All of the programs listed below are a benefit of membership in the Composite Can and Tube Institute! All Industry, Associate, International and Self-Use Members have full access to these programs - *investigate your options to learn more about the potential savings available to you and your employees.* IMC members have exploratory access to all of the programs listed - *if you are interested in participating in a program, just let us know and we can help you in the transition to a new membership category.* All of the material outlined below is detailed with links, contacts, and more at [www.cctiwdc.org](http://www.cctiwdc.org) in the “**Members Only**” area. **Non-Members please note:** discounts, program rates, and program contacts will not provide program information to non-member companies without the express permission of CCTI staff.

### --- PROGRAMS ---

#### Independent Manufacturers Council (IMC)

This Membership Category (with a flat **\$500** membership fee) was created in response to requests from CCTI Independents, members, and their industry colleagues. For over 2 years, this Council has been helping members by providing an open atmosphere in which independents may share their combined knowledge, experience and expertise to gain opportunities to better compete in today's marketplace.

The IMC is home to the **Co-Operative Buying Group** through which members work to identify potential savings on commonly purchased commodities.

The IMC meets in conjunction with CCTI's Operations and Fall Meetings. These one-day meetings are great informational, educational, training and networking opportunities.

#### Vendor Technical Subcommittee (VTS)

The VTS was formed to act as a resource for industry members for resolving in-plant production problems and strengthening the understanding and relationship between industry and associate members.

The VTS utilizes the combined knowledge of vendors to resolve common problems found throughout the production line, factory/plant, and industry. The VTS is open to all Associate members and calls on their active participation to organize panel discussions, prepare technical reports, and respond to industry needs.

The VTS currently offers: “VTS Reports,” which provide technical and informational guidelines for commonly encountered plant problems; an “Ask Winnie” question and answer service via phone and email; and an on-line resource portal for FAQ's, reports, manuals, and more!

### --- BENEFITS & SERVICES ---

#### Energy Savings Solutions

CCTI now offers members the **Energy Savings Solutions Program**. This new program identifies and implements options that reduce the operating expenses of each member's energy (electricity and natural gas), water, recycling/waste removal, freight, and telecommunications (voice and data) services.



The program's experts analyze, negotiate, contract, and manage the critical components of utility services. The company operates independently, it is not affiliated with any utility, vendor, or energy supplier. **There are no upfront fees for CCTI members.** The company is only compensated when it demonstrates and delivers savings and/or refunds.

The Energy Savings Solutions Program has four divisions:

The **Electricity Buyers Program**, which analyzes existing electricity accounts and supplier accounts and then works to obtain the best rate and reliability, contract terms and conditions in de-regulated states.

The **Natural Gas Management Program**, which provides natural gas risk management tools and ongoing advisory assistance. This program includes the development and implementation of Requests for Proposals, monitoring of suppliers, and review of bids and contracts.

The **Utility Audit Service**, which analyzes existing energy (electricity and natural gas), water, recycling, waste removal, freight, credit card processing, and telecommunications (voice and data services) to identify incorrect fees/billing errors, rate structures and tariffs in order to secure refunds.

And, **Demand Side Services**, which identifies, implements, and monitors specific solutions and products for increasing energy efficiency in order to reduce energy usage through infrastructure improvement.

The company is an independent utility consulting company that develops, markets, and administers these programs for national and state trade associations. Their staff is well prepared to help you and your company start saving money today!

## 401(k) Plans



An industry leader with over 100 years of experience in the pension planning industry, our new 401(k) partner is able to provide all

U.S. members with low-cost, competitive 401(k) plans.

Plans are available to employers at **no cost (\$0)**; your employees are only charged **one yearly fee of \$25**.

CCTI member companies interested in investigating plans receive a **full plan comparison**, which evaluates the current plans available for their company and their employees, evaluates top investment option for all levels of risk tolerance, tax implications, matching, and discrimination testing, and comparisons with current services.

Once you've elected to bring the company's 401(k) plans to your employees, they will receive **on-site enrollment, consultation and yearly follow-up and education**, which includes:

- Personal Portfolio Models - which compare retirement options and savings available, provide basic facts and information on 401(k) programs, and the specifics of what your company's plan makes available.
- Employee service via a toll-free call center, internet link with direct web-access to account (updated daily) and yearly on-site follow-up, education and administration.
- Provider handles all paperwork, tax paperwork and administrative tasks.
- Personal paycheck comparisons and investment decision making tools.
- Quarterly recommended portfolios based on their own risk tolerance and financial situation.

## Freight Savings Program

CCTI has partnered with a leading provider of online logistics solutions, to bring an innovative shipping program to its members.

Our partner is the first Internet freight service company to provide cutting-edge, web-based transportation in a "click-and-ship" environment with multiple carrier options. Quoting, tracking, and automated freight documents are accomplished with a few clicks of the mouse!



With quick and easy registration and no sign-up fees, your company can begin utilizing services right away. All of the shipping services, instant quotes and freight options, are provided through your online account.

The state-of-the-art system allows your company to book a shipment based on lowest cost, best transit time, and carrier preference. The system also automates all of your paperwork, providing you with Bills of Lading and weekly reports to simplify and expedite your billing process.

The CCTI program includes less than truckload (LTL), truckload (TL), expedited, and international airfreight, as well as intermodal shipment services. Discounts and preferred rates, available to CCTI Members only, are contracted from over 40 well-known carriers based on group volume discounts.

If you already have great rates with your current carriers, the program can load your rates into the system for exclusive use through your account. This service provides an opportunity for price and service comparisons with your preferred vendors. Auction and tendering solutions are also available for volume customers.

## Stretch Film Cost Reduction Program



In partnering with an **industry leading stretch film supplier**, CCTI will be able to offer **reduced rates on top-quality stretch film and related machinery**. Our partner

is an industry leader and was named "2003 Sysco Operations Supplier of the Year."

They have successfully put together a national account program to utilize the best films from several of the leading stretch film manufacturers. Because the company annually purchases over \$20 million in stretch film, their buying power and expertise carries over directly to association member companies.

Our partner will work with CCTI members to match up the proper stretch film for their application to maximize value and performance.

Pricing will be available based on 2 pallets or more (prepaid to one location). All pricing will be in US dollars and is available to all member companies regardless of their geographical location in the US or Canada.

The company ties their pricing to resin costs in order to provide stability as much as possible within the industry!

While lead times are an industry standard, several of their manufacturers maintain significant quantities of inventory which are typically available for immediate shipment.

They are also making top-quality stretch machines available to CCTI members at competitive prices. (A full selection of manual and automated stretch machines are available.)

## Logistics Management



CCTI has partnered with a group of cost reduction specialists with a proven records of helping clients reduce transportation costs, save money, and increase their bottom line!

Our partner is committed to providing logistics management that reduces costs, improves efficiency, provides knowledge and builds value for members by supplying specialized transportation, distribution and information services.

The program assists members in **managing their logistics costs** by looking at all aspects of their company:

- Supply Chain Management
- Distinct Information Systems
- Transportation Vendor Procurement & Management
- Comprehensive Management Reporting Capabilities
- Invoice Processing
- Warehouse Management

Within all of these aspects, their experts analyze, review and focus on key logistics areas and processes to find potential changes, improvements, and savings.

Their services are available at **no cost to members** - they provide you with savings first and are then compensated by receiving a portion of the company's documented savings. The company can guarantee savings because your company would share in the consolidated purchasing power of over 1,200 client locations throughout the world. They becomes your partner in cost reduction while providing complete, thorough, and proven logistics management.

## Safety Products and Web-Based Safety Training

CCTI can now bring members a comprehensive, *discounted*, on-line safety training program and a full catalogue of related safety products.



Our partner is a leader in the safety and training resources field and offers a variety of interactive safety training programs to better educate and train your employees in safety procedures. *They also provide regulatory information for both the U.S. and Canada.*

Through CCTI, members now have access to all of JJ Keller's programs and products. Companies can select the training program(s) they deem important, register their employees, and monitor their progress. Employees benefit because they can work at their own pace and they gain the ability to access their training program from their home or office computer.

This program will enable member companies to benefit from substantial savings as well as ensure that their employees are well trained.

All of their products are now available at an **association bulk discount** when ordered through CCTI. Their products include a complete line of books, training materials, and supporting products to ensure that your employees are properly trained and safe in their work environment.

Through CCTI members can purchase individual seats for specific training programs, a bulk number of seats for use in any programs in their catalogue of offerings, or a full spectrum of courses for one individual's complete training. Overall, the greater the number of seats, the greater the discount!

## Group Health Insurance Programs



CCTI now offers coverage from a new, more comprehensive carrier who is able to offer affordable insurance options for companies with 3 to 3,000 employees in all 50 states.

Our new program features competitive plans in group medical, dental, life, short and long term disability, and optional vision insurance. Plans can be specifically tailored to meet your employees' needs and replicate your current network and benefits to ease the transition.

The program offers insurance in three types of programs:

- ◆ For companies of 2-14 employees:  
The company works with their strategic partner to find a competitive carrier in your area and to design a plan that meets all of your company's needs. Customers have reported substantial savings from these comprehensive plans.
- ◆ For companies of 15-50 employees:  
The company's premier program is a self-funded network called the "Guaranteed Cost Group Plan (GCG)" which can replicate your current network and offers potential premium savings and a **possible year-end refund** of a percentage of your premiums.
- ◆ For companies over 50 employees:  
Our partner works with you to help develop a "Cash Flow Plan (CF)" which creates a highly-competitive **self-funded network** for your company.

Information and links for all plans are currently available on the CCTI website.

### HR On-Line Resources



CCTI has partnered with a leading HR consulting company to offer members a unique and easy to use reference library of HR materials.

Available through the "Members Only" section of the CCTI website, this **free resource** contains innovative and useful tools for the HR professional in your company, or anyone who needs HR information!

Our on-line program provides handbooks, resources, and an on-line catalogue of paperwork for all of your HR needs. On a monthly basis this area will be updated to reflect new information (in the form of handbooks and forms) and a new monthly "news column" with useful facts, figures, and reports. HR forms can be personalized with your company name for your immediate use and the site also features handbooks and information that reflects the current demand.

The "HR University" component is an on-line reference tool which provides tutorials and simple, easy to understand translations of complicated HR and government regulations. Companies will find this area useful in deciphering employee protocols, regulations, paperwork, and other day-to-day operations. This area is updated frequently and members can also request topics or areas of interest to be examined.

### Don't Forget...

All of the information outlined in this notice, and more, is available on CCTI's website. The website is a great resource, reference tool, and medium for advertising and information!

[www.cctiwdc.org](http://www.cctiwdc.org)

**All products, programs and services outlined in this notice are offered and available contingent upon membership in the Composite Can and Tube Institute. All companies have been provided with lists of current, dues paying members and will not release products, pricing, or services at member rates to non-member companies without the express written permission of CCTI staff. If you are interested in a program and are not a CCTI member, please contact our office.**



### CCTI Publications

CCTI currently publishes a number of useful surveys, reports and news documents that are available to members at special member rates.

#### **CCTI's Top Ten Publications Include:**

1. Bi-Monthly CanTube Bulletins (**FREE**)
2. Industry Directory
3. Technical Notebook & CD Version
4. Wage, Benefits & Workers Compensation Survey
5. Industry Marketing Report
6. Tube & Core Statistical Reports
7. Machine Guarding Album
8. Brochures (Assoc. Info, Composite Can Marketing, and Tube & Core Recovery Centers Listing) (**FREE**)
9. Performance Report for Management (\$10m or less)
10. Vendor Technical Subcommittee Reports

### Meetings, Events & Committees

CCTI Committees are composed of member representatives who tackle issues, concerns, and problems currently facing the industry. Committee membership is open to all members with relevant knowledge to contribute to the goals of the committee. Currently, CCTI's committees include:

- The Technical Committee**
- The Vendor Technical Subcommittee**
- The Safety & HR Committee**
- The Membership Committee**
- And More...**

Committees meet and share their knowledge during CCTI meetings and events. These are great opportunities to network, share knowledge, meet suppliers and learn about new products and programs, and gain new information from speakers and presentations. Currently, CCTI holds the following meetings, open to all members and guests:

- The Operations Meeting**
  - w/ Table Top Trade Show
  - w/ Technical Committee Meeting
- w/ Vendor Technical Subcommittee Panel Discussion (VTS)
- w/ The Independent Mfgs. Council Meeting (IMC)

- The Annual Meeting**
  - w/ Associate Member Presentations

- The Fall Meeting**
  - w/ Safety & HR Committee Meetings & Events
  - w/ The Independent Mfgs. Council Meeting (IMC)