

EFIBCA and Dr Amir Samadjivan jointly present the world's first FIBC workshop in which all questions about FIBCs will be discussed. The training workshop is recommended to book as a complete package of all 3 modules, including a visit to a full equipped testing facility near Vienna. All aspects of the procurement and manufacturing of FIBCs are considered. Get a deep insight into design, production and requirements of FIBC, boost your business and improve your knowledge. The training workshop is designed for small groups. This will provide enough time to discuss individual cases/questions of participants.

Take advantage of this opportunity to inform yourself and discuss with us!

#### Time and place

2019: November 20-22, December 11-13  
2020: January 22-24, February 19-21, March 25-27  
Minimum of 5 participants

#### In Vienna

Information about accommodation will be sent to you with the registration confirmation.

#### Target Group

Module I: Sales Manager, Procurement, Product Manager, General Manager, CEO, User, Associations, Students  
Module II: QC Manager, Production Manager, Technical Manager, Operators, Procurement, Packaging Engineering, Associations, Students  
Module III: all Participants of Module I and II

#### Lecturer

Dr Amir Samadjivan, International recognized Packaging expert with over 25 years professional experience in the field of FIBCs.

#### Registration

Please register from 21 October 2019 on under <https://efibca.com/event-registration>

registration fee:

	Non members	Members
Module I	1,300 €	1,150 €
Module II	1,300 €	1,150 €
Module I+II	2,375 €	2,135 €
Module II+III	1,775 €	1,600 €
Module I+II+III	2,850 €	2,565 €

excl. 19% VAT.

Each additional participant from a company receives a discount of 5% and 10% (for booking over 2000 Euro).

The price includes a Certificate, Handouts, meal and beverages during all modules (also transfer from Vienna to the Lab and return for Module III)  
Cancellations must be received in writing (via email or post) in advance of the event. The following cancellation charges apply:

- 3+ weeks notice: Full refund
- 1-3 weeks notice: 70% refund
- 0-1 weeks notice: No refund
- Failure to attend: No refund

#### Organizer

EFIBCA Academy of European Flexible Intermediate Bulk Container Association  
c/o IK  
Kaiser-Friedrich-Promenade 4  
61348 Bad Homburg, Germany  
[www.efibca.com](http://www.efibca.com)  
[secretariat@efibca.com](mailto:secretariat@efibca.com)

# EFIBCA

## European Flexible Intermediate Bulk Container Association



### 1st FIBC Academy

## Programme

### Module I:

FIBC Training Workshop with focus on Sales and Marketing, Value Selling, Fit to Purpose Design and Specification Process, Design with Special Focus on Recyclability and Sustainability

**Duration:** 1 day, 11:00-17:00, including 45 min lunch break and 2 coffee breaks

- **Market Overview and Market Trends,**
- **Learn how to design and spec FIBC, offer an unique and “fit to purpose” solution**
  - This new approach will streamline product portfolio and reduce number of SKU’s and improve overall productivity. Check compatibility of spec with product requirements such as mesh size, MIE, UV, oxygen sensitivity, etc
- **Talk about Value Selling,**
  - An innovative approach to improve overall performance for both sales and procurement manager. Learn to make the difference in a competitive market environment. Understand the pricing and cost/performance ratio for different market segment such as food contact, static protective, pharma or UN FIBC. Check if you get the quality you expect considering quality of fabric and the compliance with the market relevant requirements and standards
- **Right approach to fine-tune your strategy and to find your position in a highly competitive market environment.**
  - We will discuss Inside-out vs outside-in strategy, both have their place and purpose, what is the right strategy for your business?

### Module II:

FIBC Training Workshop with focus on Production, Quality Control, supplier qualification process and Innovation

**Duration:** 1 day, 09:00-15:00, including 45 min lunch break and 2 coffee breaks

- **Tape and Fabric Production Process**
  - From resin to Fabric, get a deep insight in the production process i.e. tape extrusion and weaving, learn about typical recipes, using additives and construction for fabric and quality KPI’s. Using recycled material pro and contra from user and legal perspective
- **FIBC Production Process:**
  - Get familiar with FIBC construction styles, cutting, printing, sewing styles, dustproof seams. Understand typical construction failures in design e.g. conductive bags, further learn about quality control measures and tolerances
- **Type of liner**
  - This session will answer all your questions about liner, e.g types, attachment, legal requirements, quality parameters and liner/FIBC combination
- **FIBC Test requirements, certification, ISO 21898, UN, static protective FIBC and potential risk related to electrostatic discharge, correct labelling and legal requirements**
- **Food contact requirements EC and FDA differences, Risk assessment, migration test, OML, SML, simulants, test parameters and how to translate into praxis,**
- **Hygiene management norms, ISO 22000, BRC,**

### HACCP risk assessment system, implementation

- Check what is relevant and mandatory for your business, get a professional insight into food and pharma grade production process. Be precise rather than vague!
- **Supplier due diligence / Qualification process, supplier is your partner!**
  - Communication throughout the supply chain to prevent disputes and complaints. Understand typical complaints, root cause analysis and initiate corrective/ preventive actions

### Module III:

Workshop at testing facility

**Duration:** 1 day, 10:00-15:00, including 45 min lunch break

- **Performance of test according to ISO 21898, UN-Regulation and IEC 61340-4-4 for static protective FIBC types B and C,**
- **Mechanical testing and UV tests on FIBC fabric**