



THE PULSE

LEARN · CONNECT · ENGAGE

Scaling Successfully with Advanced Pouching Systems

Steve Baker, BakPac @ Bakers

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About Us

UK Independent Label Producer
Established 1973.

Launched BakPac for Flexible
Packaging in 2020.



Family Business



Why We Diversified & decided on Flex Pack

UK label market was changing with company mergers.

Opportunities in a growing digital flex pack market.



What Products are we talking about?



Stand Up
Pouches



Spouted
Pouches



Printed Film



Sachets / Pillow
Pouches



Side Gusset
Pouches



Custom Shape
Pouches



Starting Smart - What We Got Right

- We didn't rush
- Began with strong digital print knowledge
- Focussed on quality + flexibility
- Built with scale in mind: Space, Layout, Mindset



The Challenges We Faced Early On



- Pouch conversion was a new skill
- Substrates - Availability, Credibility, Conversion
- It's very costly when mistakes are made!
- The market wasn't ready for digital



The Kit that's Powered the Growth



2 x HP Indigo 200K



ABG Enprom Thermal Laminator

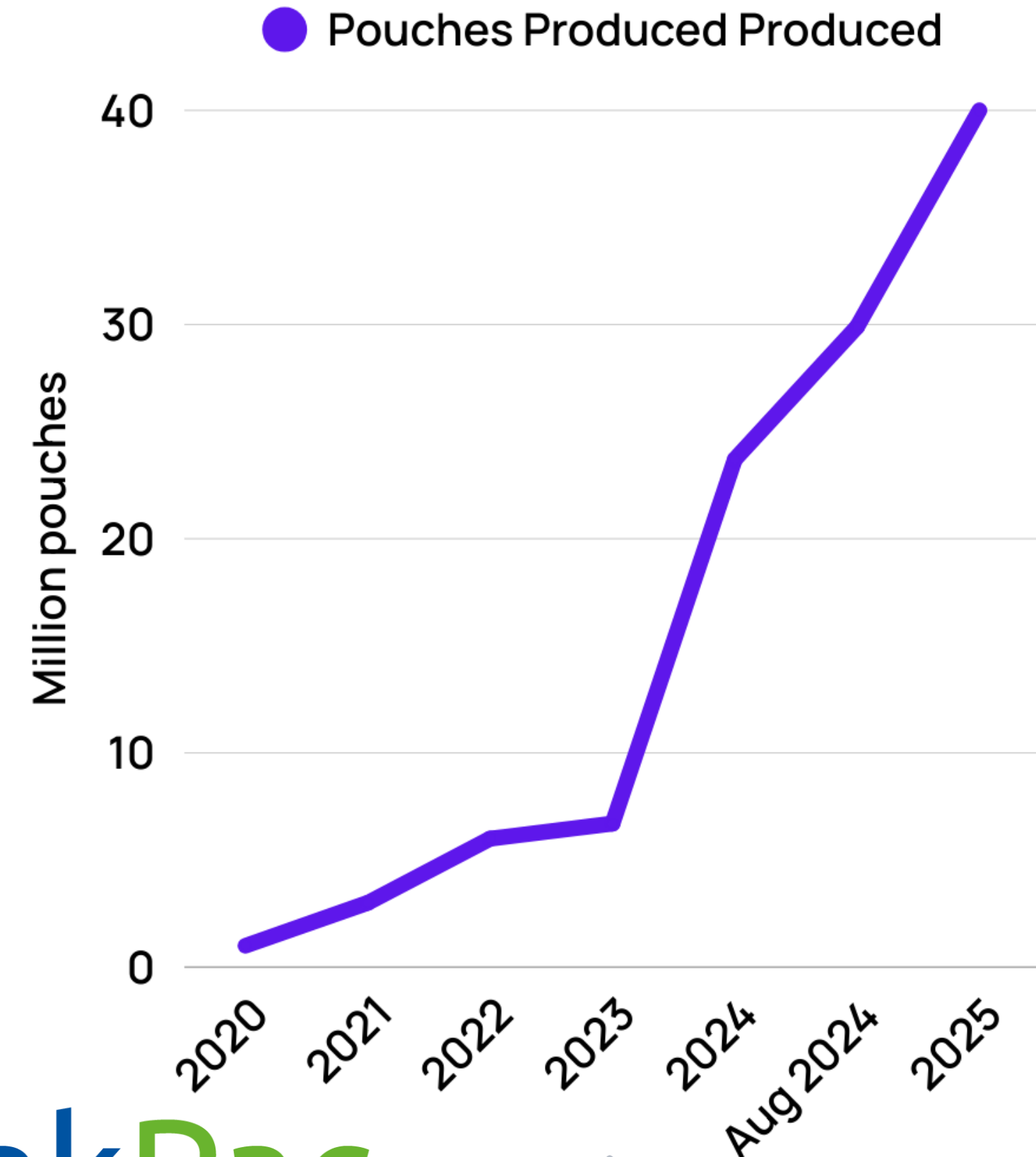


5 x Galaxy Packtech Pouchmakers



1,000,000 pouches a week!

- Still on **one extended shift** - with double shift potential
- Average job size: huge range from 500 to 500K+
- Agility, quality and speed to market bring huge value



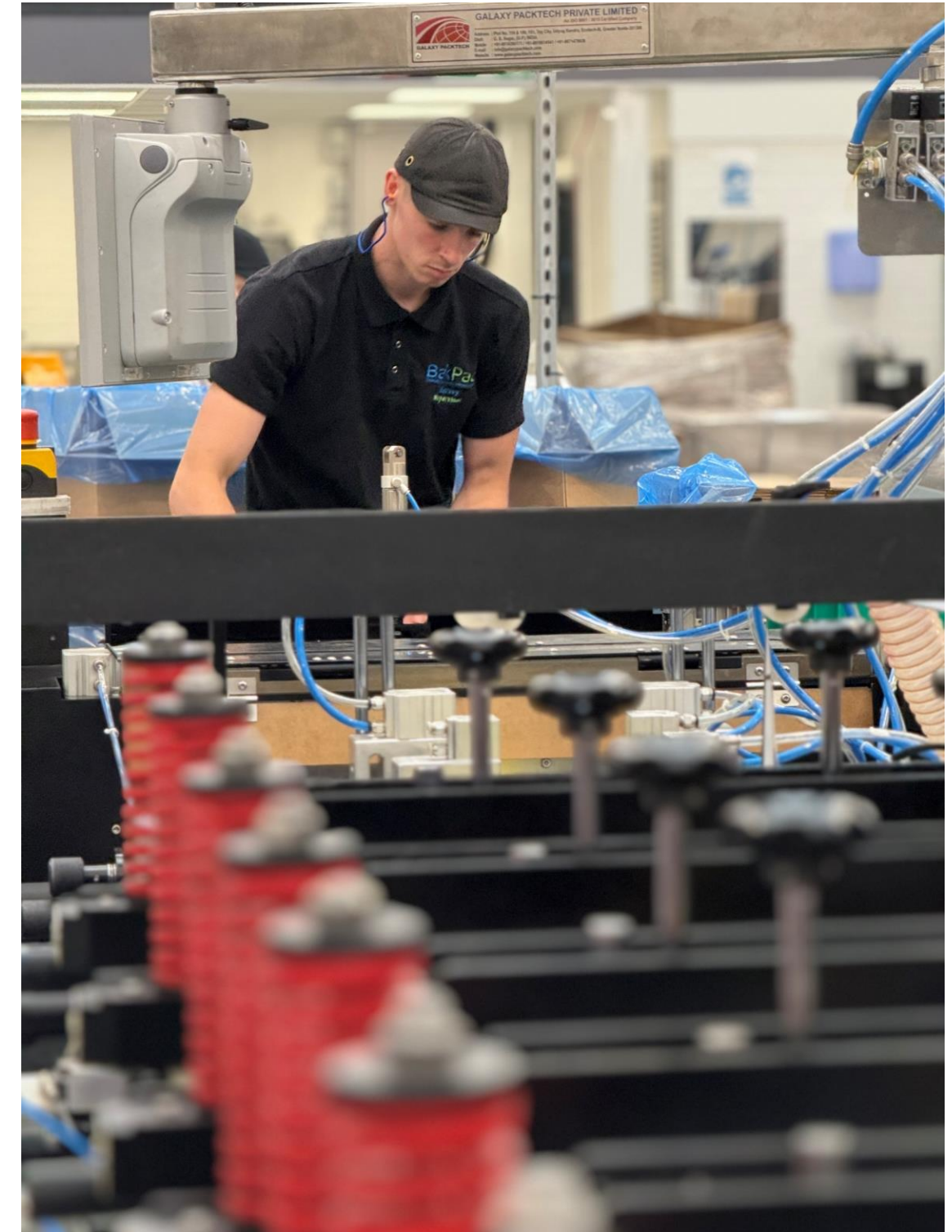
Sustainability Isn't Optional

- 85% of BakPac pouches now in mono-material structures
- Reduced waste in print & pouch setup
- Shorter runs = less risk = less obsolete stock
- Helping customers with agility to hit targets



Lessons Learned

- You can't just "bolt on" a pouch line
- Must align equipment, team, workflow, and customer service
- Quality checks, consistency, agility are non-negotiables
- Invest early in training and systems



Why this works for Label Converters

- Shared customer base = easy upsell
- Print knowledge translates
- Shared artwork, systems, service model
- High value, adjacent market



Final Advice

- Start with the customer, outsource all at the beginning then add as you learn
- Scale is pointless without consistency – mistakes are expensive!
- Flexibility + reliability + speed = your value proposition



Thank You

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