

Nikki Johnson
Executive Vice
President, Revenue

kala 



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About Kala

- Label and flexible packaging printer/converter headquartered in Orem, Utah
- Founded in 2002 as Flexible Technologies
- Rebranded to Kala in 2018
- Privately held by Maui Chai, founder and president
- Approximately 75 employees
- 3 Flexographic presses
- 6 Indigo presses – 4 narrow-web and 2 mid-web



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Kala Top Ten

What we learned about about flexible packaging...



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10. Get your wallet out.



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9. Getting materials is REALLY hard.



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8. No dummies allowed.



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7. NOPE.



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6. I so smart.



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5. Large space required.



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4. PIVOT!



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4. PIVOT!



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3. Don't leave your labels lonely.



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2. Crossover? Eh...



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1. This is hard, but can be very rewarding.



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