

# Covering New Ground

**packagePRINTING's Top Tag and Label Converters are pursuing new ventures to support their growing businesses.**

As consumers change their shopping behaviors and refine their tastes in the selection of products, opportunities arise for tag and label converters; that is, if they keep an open mind and are willing to reinvent their businesses.

It is not good enough to display products in packaging that is simply functional. People are drawn to the bells and whistles that make effective labels stand apart from the rest. Living in a world of convenience and information that is readily available at our fingertips, people also desire packaging (such as smart labels or RFID tags) that can actually communicate with end users concerned with product safety and security.

This is where packaging converters come in. There are opportunities to be seized, and successful businesses are those that are up on current trends and can adjust their op-

erations to get involved in these new ventures.

About 75 percent of converters that participated in *packagePRINTING's* Top Tag and Label Converters, reported that their businesses experienced growth in 2006. And, of those converters, about 68 percent indicated plans to expand into new areas of package printing in 2007, consisting mostly of new end-use markets and new label printing processes. Several converters mentioned that they will get into digital printing within the next year, while others cited advanced security, RFID offerings, and fulfillment as other ventures for 2007.

Moving forward, 2007 should reflect the positive growth that converters enjoyed in 2006—as long they are open to new opportunities, know where to find those opportunities, and snatch them up before the other guys.

Rank	Company	Principal Officer	# of Employees	# of Presses	# of Facilities	Processes Used
1	R.R. Donnelly, Chicago, Ill. Industries Served: Food & Beverage, Health & Beauty, Household Chemicals, Household Detergents, Lawn & Garden	Mark A. Angelson	N/A	200	10	F, O, C, U, L, D, S
2	Avery Dennison, Westlake Village, Calif. Industries Served: Apparel, Footwear, Automotive	Kim Macaulay	N/A	N/A	N/A	F, O, C, U, L, D, S
3	CCL Industries Inc., Memphis, Tenn. Industries Served: Personal Care, Pharmaceutical, Food & Beverage, Agri-chem	Geoff Martin	N/A	N/A	17	F, O, C, U, L, D, S
4	WS Packaging Group, Algoma, Wis. Industries Served: Beverage, Promotional, Health & Beauty, Household Care, Industrial	Terry Fulwiler	1,538	130	14	F, O, C, U, L, D, G, S
5	Multi-Color Corp., Sharonville, Ohio Industries Served: Food & Beverage, Personal Care, Household Chemicals, Beer & Wine	Francis D. Gerace	689	32	8	F, O, C, U
6	Fort Dearborn, Elk Grove, Ill. Industries Served: Food, Beverage, Household & Personal Care, Paints & Coatings, Private Label/Retail	Mike Anderson	800	N/A	6	F, O, C, U, D, G, S
7	Spear, Mason, Ohio Industries Served: Beer, Non-alcoholic Beverages, Personal Care, Flexible Film, Food	Rick Spear	360	26	4	C, U, G, S
8	Standard Register, Dayton, Ohio Industries Served: Healthcare, Manufacturing, Financial	Dennis L. Rediker	237	20	3	F, O, C, U, L, D, S
9	Nashua Corp., Nashua, N.H. Industries Served: Supermarket, Food Service, Retail, Logistics, Entertainment	Thomas G. Brooker	N/A	N/A	N/A	N/A
10	MPI Label Systems, Sebring, Ohio Industries Served: Pharmaceutical, Industrial, Health & Beauty, Food & Beverage, Wine	Randy Kocher	500	N/A	8	F, D, S
11	Hammer Packaging, Rochester, N.Y. Industries Served: Food & Beverage, Wine, Spirits, Beer, Floral	James E. Hammer	370	12	4	F, O, U
12	Smyth Companies, Minneapolis, Minn. Industries Served: Home Care, Food & Beverage, Health & Beauty, Automotive	John Hickey	350	18	3	F, O, C, U, G, S
13	Printpack, Inc., Atlanta, Ga. Industries Served: Snacks, Beverage, Bakery, Dairy, Food	Dennis Love	400	N/A	20	F, G
14	Metro Label Company, Toronto, Canada Industries Served: Health & Beauty, Pharmaceutical, Food, Distribution, Wine & Liquor	Sandeep Lal	292	38	4	F, O, C, U, D, S
15	Belmark Inc., De Pere, Wis. Industries Served: Durable Goods, Meat, Confectionery, Cheese, Nutraceutical	Bruce Bell	420	18	2	F, D

# FEATURE EDITORIAL

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16	Consolidated Label, Longwood, Fla. Industries Served: N/A	Joel Carmany	120	10	1	F, U, D
17	Kay Toledo Tag/SSP/Printing Systems, Toledo, Ohio Industries Served: Auto, Retail, Food, Steel, Travel/Entertainment	Thomas E. Kay	244	55	2	F, O, C, U, L, D
18	General Data Co., Cincinnati, Ohio Industries Served: Manufacturing, Distribution, Healthcare, Chemical, Masonry	Peter M. Wenzel	95	11	1	F, C,
19	Label Technology, Inc., Merced, Calif. Industries Served: Food, Agriculture, Health and Beauty, Beverage, Durable Goods	John Bankson	100	7	1	F, U
20	The Meyers Printing Co., Minneapolis, Minn. Industries Served: Food & Beverage, Health & Beauty, Electronics, Security, Snack Food	David G. Dillon	137	15	1	F, O, C, U, D, S
21	Topflight Corporation, Glen Rock, Pa. Industries Served: Durable Goods, Cosmetic & Personal Care, Medical & Pharmaceutical, Electronics	Michael Falco	160	25	1	F, C, U, L, D, S
22	GSI Technologies LLC, Burr Ridge, Ill. Industries Served: Healthcare, Electrical Manufacturing, Auto, Paper & Plastics, Food Service	Jack Kramer	50	11	2	F, U, S
23	The Label Printers, Aurora, Ill. Industries Served: N/A	William J. Kane	75	26	2	F, C, U, L, D
24	Dow Industries, Wilmington, Mass. Industries Served: Health & Beauty, Cosmetic, Household Goods, Pharmaceutical	Walter Dow	60	17	1	F, C, U, D, S
25	ID Images, Brunswick, Ohio Industries Served: Food, Distribution, Industrial Warehousing	Brian Gale	70	9	1	F
26	Pamco Label Co., Des Plaines, Ill. Industries Served: Health & Beauty, Food & Beverage, Candy, Industrial, Gift Box & Retail	Michael S. Blechman	115	13	1	F, U, S
27	Repacorp. Inc., Tipp City, Ohio Industries Served: Medical, Warehouse, Retail, Industrial	Rick M. Heintl	108	21	4	F, U, D, S
28	Turso Companies, Inc., St. Paul, Minn. Industries Served: Pharmaceutical, Medical Devices, Animal Healthcare, Health & Beauty, Industrial	Bruce Rankin	85	15	2	F, O, C, U, L, D, S
29	Phenix Label Company, Olathe, Kan. Industries Served: Direct Mail, Food & Beverage, Healthcare, Security, Retail	Hans M. Peter	72	9	1	F, U, C, S



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Rank	Company	Principal Officer	# of Employees	# of Presses	# of Facilities	Processes Used
30	Wayne Trademark, High Point, N.C. Industries Served: Textile, Food, Drug, Distributors, Industrial	Gary Burrow	85	15	1	F, O, D, S
31	Cellotape, Fremont, Calif. Industries Served: Electronics, Telcom, Medical, Food & Beverage, Semiconductor	Pete Offermann	150	31	2	F, U, D, S
32	Valley Forge Tape & Label Co., Exton, Pa. Industries Served: Food, Direct Mail, OEM, Pet Food, Chemical	Paul Myers	60	9	1	F, C, U
33	Tapecon, Inc., Buffalo, N.Y. Industries Served: Medical, Nutraceutical, Food & Beverage, Industrial/OEM	Alan Davis	116	24	2	F, C, U, L, D, S
34	New York Label & Box, Islandia, N.Y. Industries Served: Food, HBA, Cosmetic, Vitamin	Steven Haedrich	87	12	2	F, O
35	Gintzler Graphics, Buffalo, N.Y. Industries Served: Health & Beauty, Pharmaceutical, Specialty Food	Franklin J. Nice	60	12	1	F, C, U, L
36	Allen-Bailey Tag & Label, Caledonia, N.Y. Industries Served: Steel, Hospitality, Construction, Automotive, General Industries	Glenn G. Jackling	94	20	1	F, L
37	Tech/III Inc. (DBA The Printing Plant), Cincinnati, Ohio Industries Served: Food, Auto, Fast Food, Grocery, Manufacturing	James O'Connor	42	6	1	F, O
38	McCourt Label Co., Lewis Run, Pa. Industries Served: Manufacturing, Retail, Direct Mail, Distribution, Automotive	David G. Ferguson	74	8	1	F, U, S
39	Tailored Label Products, Menomonee Falls, Wis. Industries Served: Biomedical, Electronics, Industrial, Automotive, White Goods	Michael Erwin	54	11	1	F, U, D
40	Hi-Tech Printing Co., Fairfield, Ohio Industries Served: Food & Drug, Distribution & Tracking, Chemical, Pharmaceutical, Newspaper Advertising	Robert P. Dillingham	30	9	1	F, O, D
41	Prestige Label Co., Burgaw, N.C. Industries Served: Health & Beauty, Nutraceutical, Food & Beverage, Pharmaceutical, Textile	Rusty Carter	40	5	1	F, C, D
42	Luminer Converting Group, Lakewood, N.J. Industries Served: Health & Beauty, Pharmaceutical, Industrial, Direct Mail, Promotional	Tom Spina	30	9	2	F, C, U
43	Allan Cameron, Addison, Ill. Industries Served: Direct Mail, Prime, Custom, Mail Service	Allan Cameron Jr.	38	7	1	F, U

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Rank	Company	Principal Officer	# of Employees	# of Presses	# of Facilities	Processes Used
44	Western Shield Label, Rancho Dominguez, Calif. Industries Served: Food, HBA, Nutraceutical, Textile, Chemicals	Frank Connelly	20	3	1	F, U, S
45	Copac Inc., Spartanburg, S.C. Industries Served: Nutritional Supplements, Home Fragrance, Hosiery, Health & Beauty, Medical Devices	Howard Henderson	14	3	1	O, L, D
46	Craftsman Label, Clackamas, Ore. Industries Served: Food & Beverage, Nutraceutical, Lawn & Garden, Movie Rentals	Marvin Wolfson	35	5	1	F, U
47	Lion Labels, South Easton, Mass. Industries Served: Nutraceutical, Food, Water Bottles, Cosmetic, Pharmaceutical	Jerry Berke	25	6	1	F, U, D, S
48	Litho Press Inc, Indianapolis, Ind. Industries Served: Corrugated	J.B. Lacy	20	3	1	O
49	ABB Labels, Los Angeles, Cali Industries Served: N/A	Pedram Fararoooy	30	13	1	F, C, U, D
50	Horizon Label, W. Berlin, N.J. Industries Served: N/A	Paul Falkowski	12	5	1	F, U, L, S
51	Rose City Label, Portland, Ore. Industries Served: Durable Goods, Food, Wine	Scott Pillsbury	17	4	1	F, O, C, L, D
52	Selective Label & Printing, Sugar Grove, Ill. Industries Served: Food, Chemical, Contract, Retail, Direct Mail	Mike Brucher	14	4	1	F, U
53	Nupak Printing, Red Lion, Pa. Industries Served: Tobacco, Food, Drug	John H. Forrey	10	2	1	O
54	Castle Pierce, Oshkosw, Wis. Industries Served: Food & Beverage	Bill Castle	24	3	1	F, O
55	Deep River Mills, Greensboro, N.C. Industries Served: Apparel, Food, Entertainment, Novelty, Hosiery	Larry Booth	12	4	2	F, O, U, L, S

Note: Rankings are based on sales of printed/converted tags and labels. All sales information is provided by participating companies and is held in strict confidence by packagePRINTING. Participation in this survey is voluntary.

Key to Rankings: C=Combination Process; D=Digital; F=Flexo; G=Gravure; L=Letterpress; O=Offset; S=Screen; U=UV Flexo



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