

# Mixed Bag

packagePRINTING's annual ranking balances converters' conservative business outlook

by **Susan Friedman**  
EDITOR

with clear evidence of growth.

### Key to rankings:

NR=Not listed in 2000; F=Flexo; G=Gravure; L=Letterpress; O=Offset; S=Screen; D=Digital; C=Combination Printing

HERE'S THE FINANCIAL low-down: Of the nearly \$12 billion in collective sales reported for 2000 by the flexible packaging converters listed below, 75 percent is concentrated in the top ten companies' revenues. Overall, 2000 profit margins for the segment averaged 7.75 percent, with a high of 20 percent and a low of

zero percent reported. Annual growth rates for the past year averaged 12.5 percent.

Though *packagePRINTING's* State of the Industry report (see *pP* March 2001) portrayed a heavily conservative flexible packaging business climate for 2001, at least a quarter of this year's ranked companies display clear manifestations of growth. Of those who participated in 2000's ranking, 27 percent have added new employees, 17 percent have added new presses, and 4 percent have added facilities in the past twelve months. Ten percent enhanced both staffing and press rosters, and just 3 percent went all out and expanded staff, press lines, and facilities.

Ninety percent of the converters on *pP's* 2001 list are putting flexo to work on flexible packaging—a level mirroring usage reported in last year's ranking. A significant contrast, however, can be seen in the number of converters solely using flexo from last year to this year; that usage approach dropped from 63 percent to 45 percent, strongly suggesting movement away from specialization, particularly if converters possess in-line flexo printing capabilities that can be easily coupled with other processes. Gravure usage stayed steady all around, with one in four flexible packaging converters reporting gravure capabilities both last year

Rank	Company	Principal Officer	2000 Rank	# of Empl.	# of Presses	# of Facilities	Processes Used
1	Alcoa Flexible Packaging, Pittsburgh, PA <b>Industries Served:</b> Confections, Pharmaceutical, Personal Care, Grocery Products, Tobacco	Alain A. J. Belda	5	3,215	30	7	F,G
2	Sealed Air Food & Specialty Pkg., Saddle Brook, NJ <b>Industries Served:</b> Meats, Pet Foods, Cheese, Produce, Bakery	William V. Hickey	1	N/A	N/A	N/A	F
3	Bemis Co., Minneapolis, MN <b>Industries Served:</b> Meat, Pet Food, Medical, Candy, Consumer Products	Jeff Cürler	2	8,200	160	26	F,G
4	Printpack, Inc., Atlanta, GA <b>Industries Served:</b> Food/Beverage, Confections, Snacks	Dennis Love	3	4,200	93	21	F,G
5	AEP Industries, Inc., S. Hackensack, NJ <b>Industries Served:</b> N/A	Brendan Barba	7	500	15	6	F
6	Int'l Paper/Flexible Pkg., Spartanburg, SC <b>Industries Served:</b> Pet Food, Building Products, Lawn/Garden, Food, Seed, Chemicals	Patrick M. Woods	6	2,200	64	9	F,G
7	Lawson Mardon Packaging, Northbrook, IL <b>Industries Served:</b> Confections, Dairy, Pet Food, Photographic, Beverage	Pete Mathias	8	1,500	20	5	F,G,C
8	RJR Packaging, Winston-Salem, NC <b>Industries Served:</b> Food, Tobacco, Photo, Drug/Pharm., Secondary Converter/Contract Pkgrs.	Carl C. Hein	9	1,150	17	2	G
9	Bryce Corp., Memphis, TN <b>Industries Served:</b> Confections, Food/Beverage	Tom Bryce	10	1,200	15	3	F
10	Sonoco/Flexible Packaging, Hartsville, SC <b>Industries Served:</b> Confections, Snacks, Healthcare, Household Products, Cosmetics	Eddie Smith	11	1,020	33	9	F,G,D
11	Pliant Corp. (Huntsman Pkg.), Schaumburg, IL <b>Industries Served:</b> Bakery, Frozen Food, Personal Care, Consumer Retail, Food/Grocery	Rick Durham	12	909	42	7	F,G,S,D
12	American Packaging Corp., Rochester, NY <b>Industries Served:</b> Food/Beverage, Personal Care, Confections, Agr./Chem., Pet Food	P.B. Schottland	13	700	12	5	F,G,O,D

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Rank	Company	Principal Officer	2000 Rank	# of Empl.	# of Presses	# of Facilities	Processes Used
13	Bagcraft Div., Pkg. Dynamics LLC, Chicago, IL <b>Industries Served:</b> Fast Food, Supermarkets, Institutional, Retail, Pharmacy	Tom Ellsworth	15	806	76	2	F
14	Fabrene Inc., Mississauga, ON <b>Industries Served:</b> N/A	Peter Bourgeois	NR	300	2	3	F
15	Pac One, Inc., Dunwoody, GA <b>Industries Served:</b> Frozen Foods, Processed Meats, Bakery/Snacks/Confections, Poultry, Retail	Allen Barnes	21	500	17	5	F
16	Shields Bag & Printing, Yakima, WA <b>Industries Served:</b> Bldg Prods., Auto., Food, Lawn/Garden, Security	William Shields	18	525	20	1	F
17	Winpak, Winnipeg, Canada <b>Industries Served:</b> Food	J.R. Lavery	14	415	24	4	F,G
18	Outlook Group, Neenah, WI <b>Industries Served:</b> Security, Produce, Snacks, Meat	Joseph Baksha	37	575	28	4	F,L,O,S, C,UV
19	Phoenix Packaging, Maple Grove, MN <b>Industries Served:</b> Food	Eric Jackson	20	200	7	2	F,G
20	Duralam, Appleton, WI <b>Industries Served:</b> Meat, Cheese, Confections, Health/Beauty, Pet Food	Marvin Schneider	23	225	7	2	F
21	Friend Group, Middletown, OH <b>Industries Served:</b> Food, Medical, Gift Wrap, Tube & Core	Pierce Lonergan	33	200	8	3	F,G,L
22	Cello-Foil Products, Battle Creek, MI <b>Industries Served:</b> Personal Care, Convenience Food, Confectionary, Medical Appliances, Coffee	Kenneth Lesiow	18	249	11	2	F,G
23	Poly-Pak Industries, Melville, NY <b>Industries Served:</b> Retail, Apparel, Food, Laundry/Dry Cleaners, D-I-Y	Peter Levy	27	320	24	2	F
24	Pyramid Group, La Habra, CA <b>Industries Served:</b> Shelf-stable Foods, Frozen Seafood, Frozen Foods, Meat & Poultry, Freeze Dried Foods	Dean Hoss	43	267	6	2	G
25	Multi-Color, Cincinnati, OH <b>Industries Served:</b> Household Chemicals, Beverage, Automotive, Candy, Food	Gordon Bonfield	29	250	6	2	G
26	Mercury Plastics, City of Industry, CA <b>Industries Served:</b> Fruit/Vegetables, Bakery/Bread, Tortillas	Benjamin Deutsch	35	300	10	4	F
27	Ultra Flex Packaging Corp., Brooklyn, NY <b>Industries Served:</b> Bakery, Textile, Confectionary, Coffee, Meat	Eli Blatt	NR	200	4	1	F
28	Packaging Products, Mission, KS <b>Industries Served:</b> Cookies/Crackers, Pasta, Snack Foods, Produce, Confections	Jack L. Joslin	28	220	13	3	F
29	Gateway Pkg. Co./Percy Kent Bag Co. <b>Industries Served:</b> Human Food, Pet Food, Seed, Construction, Chemical, Medical	Roger D. Miller	NR	220	13	2	F,L,UV,C
30	Uniflex, Hicksville, NY <b>Industries Served:</b> Advertising, Healthcare, Pharmaceutical, Housewares, Financial	Herbert Barry	30	350	11	2	F
31	Transco Plastic Industries, Montreal, QC <b>Industries Served:</b> Advertising, Medical, Housewares, Security, Retail	Steve Lasa	NR	160	8	2	F
32	Nordenia USA, Jackson, MO <b>Industries Served:</b> Food, Health & Beauty, Hygiene, Pet Products, Lawn & Garden	Paul Wiedlin	26	97	3	1	G
33	Seal-It, Farmingdale, NY <b>Industries Served:</b> Dairy, Beverage, Food, Health/Beauty, Pharmaceutical	Sharon Lobel	40	220	9	2	F,G
34	The Robinette Co., Bristol, TN <b>Industries Served:</b> Dairy, Beverage, Food, Health/Beauty, Pharmaceutical	Joseph R. Robinette	NR	300	8	3	F,UV
35	FPC Flexible Packaging <b>Industries Served:</b> Food (Conventional/Retort), Tobacco, Pharmaceutical (Retort), Pharmaceutical (Child-Resistant)	Bernard Matte	31	170	8	1	F,G
36	Plastic Packaging, Hickory, NC <b>Industries Served:</b> Personal Care, Snack Foods, Textiles, Consumer Goods	Bert Brinkley	47	235	9	12	F,UV
37	Wisconsin Film & Bag/Specialty Prod., Hartland, WI <b>Industries Served:</b> Medical, Automotive, Retail, Industrial, Food	Jack Riopelle	69	260	6	2	F
38	PS Industries, Moonachie, NJ <b>Industries Served:</b> Agri-chemical, Medical, Snacks, Pet Foods, Transportation	Madeleine Robinson	42	172	8	1	F,UV
39	Cadillac Prod./Film & Flexible Div., Troy, MI <b>Industries Served:</b> N/A	Robert Williams Jr.	38	159	3	2	F

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Rank	Company	Principal Officer	2000 Rank	# of Empl.	# of Presses	# of Facilities	Processes Used
40	Hood Flexible Packaging, Decatur, GA <b>Industries Served:</b> Confections, Lawn/Garden, Coffee, Food, Textile	T. Alvarez/L. Esterberg	39	212	11	3	F
41	Kepak/Pechiney Plastic Pkg., Commerce, CA <b>Industries Served:</b> Medical Device, Pharmaceutical, Dental Industry	Cha Taosuan	NR	312	4	2	F
42	Bonita Pioneer, Portland, OR <b>Industries Served:</b> Gen. Retail Merchandise, Retail Clothing, Retail Food Services, Nursery, Bakery	John Gordon	59	270	40	3	F
43	C-P Converters, York, PA <b>Industries Served:</b> Snack Foods, Bakery, Confections, Pasta, Trading Cards, Lawn/Garden	Anthony F. Vaudo	41	145	6	1	F
44	Zimmer Custom Made Pkg., Columbus, OH <b>Industries Served:</b> Ice Cream, Snack Foods, Candy, Pressure-sensitive, Waxed Coated Papers	Daniel Tillwick	34	195	16	2	F,UV,C
45	Deluxe Packages, Yuba City, CA <b>Industries Served:</b> Precut Salads, Nuts, Dried Fruits, Confections, Other Food Products	M. Williams	54	135	5	2	F
46	Interstate Packaging, White Bluff, TN <b>Industries Served:</b> Apparel, Food, Animal Feeds, Household Products, Industrial	Jerald Doochin	52	240	12	1	F,S,C
47	MRI Flexible Packaging, Newtown, PA <b>Industries Served:</b> Dairy, Chemical, Soft Drink, Water, Pet Food	Michael Speeney	NR	170	4	3	F,S
48	St. John's Packaging, Ltd., St. Luc, QC <b>Industries Served:</b> Food, Feminine Care, Retail	Jacques LeClair	53	180	8	2	F
49	Master Packaging, Tampa, FL <b>Industries Served:</b> Baked Goods, Fresh Produce, Frozen Foods, Snack Foods, Pet Foods	Dick Turkel	NR	152	7	1	F
50	Maine Poly, Greene, ME <b>Industries Served:</b> Cosmetics, Seafood, Pasta, Snacks, Vegetables	Bertrand Bolduc	55	200	5	2	F
51	Union Industries, Providence, RI <b>Industries Served:</b> Food, Retail, Electronics, Direct Mail, Paper Goods, Meat/Poultry/Seafood	Harley Frank	57	140	4	1	F,S,D,C
52	Glenroy, Menomonee Falls, WI <b>Industries Served:</b> Pharmaceutical, Cosmetics, Personal Care, Food	Roy Jablonka	56	105	2	1	F
53	Poplast Industries, Oroville, CA <b>Industries Served:</b> Retail, Grocery, Produce, Food, Electronics	Robert Bateman	66	180	5	1	F
54	FlexCon & Systems, Inc., Lafayette, LA <b>Industries Served:</b> Resins, Carbonblack, Chemicals, Food Stuffs	Dan Schnaars	65	210	3	4	O
55	Schuster Flexible Packaging, Commerce, CA <b>Industries Served:</b> Snack Food, Dried Food, Candy, Bakery, Pet Food	Richard Schuster	NR	85	4	2	O
56	SleeveCo, Dawsonville, GA <b>Industries Served:</b> Beverage, Retail Cleaning, Pet Care, Petroleum, Agr./Chem.	David Johnson	79	N/A	6	1	F,G
57	Fabricon Products, River Rouge, MI <b>Industries Served:</b> Meat, Bakery, Confections, Ice Cream Novelty	Bruce Dinda	71	96	10	3	F,L
58	Hueck Foils, Wall, NJ <b>Industries Served:</b> Dairy, Pharmaceuticals, Chocolate Novelty	George Thibeault	70	55	1	2	G
59	Strout Plastics, Bloomington, MN <b>Industries Served:</b> Medical/Dental, Entertainment, Retail, Food, Industrial	Thomas Everett	68	160	5	2	F
60	Maco Bag, Victor, NY <b>Industries Served:</b> Photography, Military, Chemical, Automotive, Food	Scott Miller	76	110	0	3	F,G
61	Cello-Pack Corp., Buffalo, NY <b>Industries Served:</b> Fragrance, Health/Beauty, Tissue, Snacks, Industrial	James Bola	63	110	5	1	F
62	Kendall Packaging, Milwaukee, WI <b>Industries Served:</b> Cheese, Pasta, Snacks, Condiments, Baked Goods	Eric Erickson	61	100	5	2	F
63	Fisher Container, Buffalo Grove, IL <b>Industries Served:</b> Medical, Food, Pharmaceutical, Retail, Aeronautics	Donald Fisher	75	85	2	1	F
64	Lithotype, S. San Francisco, CA <b>Industries Served:</b> Food, Cosmetics, Point of Purchase	Chris Sewell	67	50	3	1	O
65	Star Packaging, College Park, GA <b>Industries Served:</b> Poultry/Meat, Snack Foods, Rice/Bean, Chemical	Ollie Wilson	77	83	5	2	F
66	Kay Toledo, Toledo, OH <b>Industries Served:</b> Automotive, Travel, Food, Retail, Manufacturing	Thomas Kay	73	105	40	2	F,L,O





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67	Orflex, Cincinnati, OH <b>Industries Served:</b> Bakery, Snacks, Industrial	Oscar Robinson	80	70	5	1	F
68	Syracuse Label, Liverpool, NY <b>Industries Served:</b> Food, Plastics, Hospitality, Photo, Retail	Peter Rhodes	NR	125	16	1	F,L,S,UV
69	Extra Packaging Corp., Boca Raton, FL <b>Industries Served:</b> Industrial, Military, Food, Electronics, Retail, Medical	Donna Kramer	82	32	3	3	F
70	Buckeye Packaging, Alliance, OH <b>Industries Served:</b> Paper Goods, Hardware, Medical, Food, Publishing	John Davis	79	105	5	1	F
71	Badger Paper/Flex. Pkg. Div., Oconto Falls, WI <b>Industries Served:</b> Retail, Pharmaceutical, Confections, Meat, Cheese	Clifton Martin	85	53	3	1	F
72	Packaging Partners, Ltd., Franklin, WI <b>Industries Served:</b> Food, Consumer Retail, Chem./Agr., Industrial, Beverage	Grover Foote	90	26	4	3	F
73	Eastern Poly, Brooklyn, NY <b>Industries Served:</b> N/A	Andrew Kohen	84	54	7	1	F,S
74	Prime Graphics, Wood Dale, IL <b>Industries Served:</b> Food, HBA, Medical, Nutraceutical, Specialty	Bill Hunter	NR	50	7	1	F
75	Technipaq, Crystal Lake, IL <b>Industries Served:</b> Cosmetics, Pharmaceutical, Medical Device, Industrial	Phil Rosenberg	92	55	1	1	F
76	Calypak, Hillside, NJ <b>Industries Served:</b> Automotive, Cosmetics, Pharmaceuticals, Electronics, Frozen Food, Bakery	Henry Herbst	74	85	6	1	F
77	EndPak, Pico Rivera, CA <b>Industries Served:</b> Agriculture, Food Wrap, Can, Feed/Seed	Carlos Garcia	93	50	9	1	F

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78	Carroll Products, Sterling Heights, MI <b>Industries Served:</b> Automotive, Medical, Food, Housewares	Gene Stys	94	46	4	1	F
79	Catty Corp., Huntley, IL <b>Industries Served:</b> Food, Confections, Pharmaceutical	Bruce Scott	89	43	8	1	F,G
80	Plystar, Columbus, GA <b>Industries Served:</b> Food, Electronics, Automotive, Medical, Construction	Myron E. Siegel	NR	40	3	1	F,G
81	Beacon Converters, Saddlebrook, NJ <b>Industries Served:</b> Sterile Medical Devices, Specialty Bakeries	William Daly	91	56	4	1	F
82	Pennsak Inc., Sharon, PA <b>Industries Served:</b> Pharmaceuticals, Electronics, Government, Recreational, Cosmetics	Jeffrey Rabiea	48	60	5	2	F
83	Tredegar Film Products, Richmond, VA <b>Industries Served:</b> Baby Care, Feminine Hygiene, Tissue/Towel	Doug Monk	95	N/A	N/A	N/A	N/A
84	Eastern Packaging, Lawrence, MA <b>Industries Served:</b> Pharmaceuticals, Injection Molding, Bakeries, Board Games, Cosmetics	Erik Curtis	NR	55	4	1	F,S,C
85	New Bedford Plastic Bag, New Bedford, MA <b>Industries Served:</b> Bakery, Produce, Textiles, Housewares, Medical	Glen Dawson	NR	50	2	1	F
86	Northern Expediting, Union, NJ <b>Industries Served:</b> Confectionary, Snack Food	Michael Dee	NR	15	4	1	F
87	Package Systems Corp., Danielson, CT <b>Industries Served:</b> N/A	Ken Fournier	NR	48	8	2	F,UV

Rankings are based exclusively on sales of printed flexible packaging. All sales information is provided by ranked companies, and is held in strict confidence by *pP*. Participation in this survey by both publicly and privately held, North America-based companies is voluntary.



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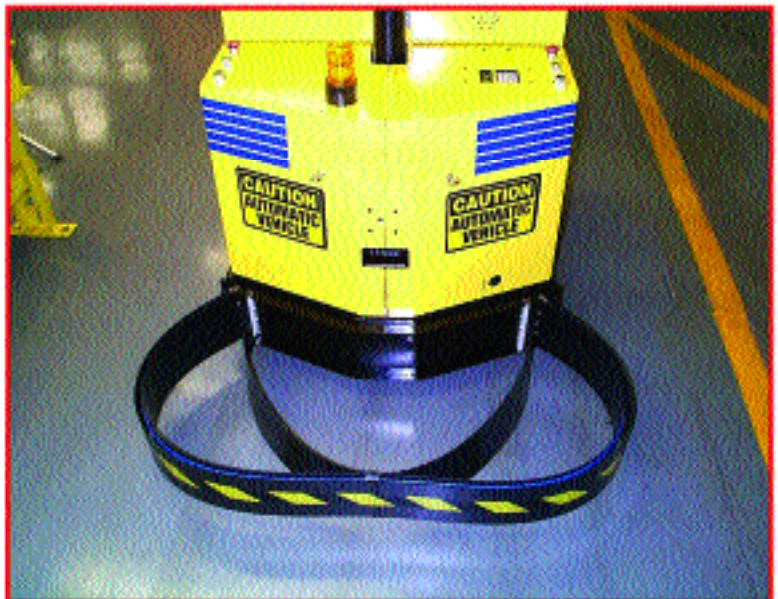
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