

# Keep On Truckin'

**Tag and label converters are working hard to maintain and grow their businesses.**

As reported in our State of the Industry Report on tags and labels, the global market grew from 4 to 4.5 percent in 2007, even in the face of a struggling economy. And, this year again, a majority of participants in *packagePRINTING's* Top Tag and Label Converters survey shared that they experienced growth in their businesses.

Although the number went down from last year, about 68 percent of converters said that their businesses grew in 2007, as opposed to 75 percent in 2006. About 18 percent indicated that their tag and label business decreased, while 14 percent said their businesses stayed the same. An overwhelming 87 percent of participating converters plan to expand into new areas of package printing, including new end-use markets or new label and flexible packaging printing processes. Some converters indicated interest in expanding into additional markets, such as eco-friendly label

printing processes.

As indicated by respondents, capacity utilization in 2007 was relatively low. The percentage of converters that operated at capacity levels of between 80 and 90 percent was 59 percent, while about 40 percent are operating at less than 80 percent. Only one respondent reported using more than 90 percent of its capacity.

Not surprisingly, most of the converters that participated in the survey reported using flexography printing (90 percent) in 2007. UV flexo gained some momentum; about 78 percent reported using this printing process, compared to 70 percent in 2006. But, the most significant increase was in digital printing, which seems to be living up to industry experts' predictions. Of the participating converters, 60 percent said they are using digital compared to 47 percent in last year's survey.

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	Thomas J. Quinlan III	N/A	N/A	N/A	F, O, C, U, L, D, S
2	Avery Dennison, Framingham, Mass. Industries Served: Retail, Apparel	Dean A. Scarborough	20,000	N/A	60+	O, U, D, S
3	CCL Industries Inc., Memphis, Tenn. Industries Served: Personal & Beauty Care, Pharmaceutical/Healthcare, Food & Beverage, Consumer Promotions, Industrial/Household Chemicals	Geoffrey Martin	N/A	N/A	19	F, O, C, U, L, D, S
4	Fort Dearborn, Elk Grove, Ill. Industries Served: Food, Beverage, Household & Personal Care, Paints & Coatings, Private Label/Retail	Mike Anderson	1,380	N/A	10	F, O, C, U, D, G
5	WS Packaging Group, Algoma, Wis. Industries Served: Food & Beverage, Promotional, Health & Beauty, Household Care, Industrial	Terry Fulwiler	1,501	128	14	F, O, C, U, D, S
6	Multi-Color Corp., Sharonville, Ohio Industries Served: Fabric & Home Care, Beverage, Automotive, Personal Care	Francis D. Gerace	876	26	6	F, O, C, U, D, G, S
7	Spear, Mason, Ohio Industries Served: Beverage, Personal Care, Reseal	Rick Spear	370	29	5	C, U, G, S
8	Nashua Corp., Nashua, N.H. Industries Served: Supermarket, Food Service, Retail, Logistics, Entertainment	Thomas G. Brooker	N/A	N/A	N/A	N/A
9	Standard Register, Dayton, Ohio Industries Served: Manufacturing, Healthcare, Pharmacy, Warehousing, Transportation	Dennis L. Rediker	207	31	4	F, U, D, S
10	Hammer Packaging, Rochester, N.Y. Industries Served: Food, Beverage, Household Products, Horticulture, Wine & Spirits	James E. Hammer	366	12	2	F, O, U, S
11	MPI Label Systems, Sebring, Ohio Industries Served: Food & Beverage, Dairy, Health & Beauty, Durable Housewares, Household & Industrial/Chemical	Randy Kocher	503	53	8	F, C, U, D, S
12	Smyth Companies, Minneapolis, Minn. Industries Served: Food & Beverage, Personal Care, Household Care, Wine & Spirits, Private Label	John P. Hickey	400	16	3	F, O, C, U, S
13	Printpack, Inc., Atlanta, Ga. Industries Served: Snacks, Beverage, Bakery, Dairy, Food	Dennis Love	4,000	N/A	20+	F, G
14	Metro Label Company, Toronto, Canada Industries Served: Health & Beauty, Pharmaceutical, Food, Distribution, Wine & Liquor	Sandeep Lal	285	38	4	F, O, C, U, L, D, G, S
15	Logotech, Inc., Fairfield, N.J. Industries Served: Health & Beauty, Food, Industrial, Wine, Pet Industry	Leslie Gurland	24	5	1	F, L, D

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16	Belmark Inc., De Pere, Wis. Industries Served: Cheese, Meat, Snack Food, Confectionery, Nutraceutical	Bruce Bell	440	17	1	F, D
17	Consolidated Label, Longwood, Fla. Industries Served: Food, Health & Beauty, Publishing, Household Products	Joel Carmany	150	11	1	F, U, D
18	General Data Co., Cincinnati, Ohio Industries Served: Manufacturing, Warehouse Distribution, Transportation, Retail, Healthcare	Peter M. Wenzel	100	11	1	F, C, U
19	Kay Toledo Tag/SSP/Printing Systems, Toledo, Ohio Industries Served: Auto, Retail, Food, Steel, Travel/Entertainment	Thomas E. Kay	250	56	3	F, O, C, U, L
20	Topflight Corporation, Glen Rock, Pa. Industries Served: Cosmetic & Personal Care, Consumer & Durable Goods, Medical & Pharmaceutical, Electronics & Security	Michael Falco	160	25	1	F, C, U, L, D, G, S
21	The Label Printers, Aurora, Ill. Industries Served: OEM, Pharmaceuticals, Point of Purchase, Toys, Electronics	William J. Kane	75	26	2	F, C, U, L, D
22	ID Images, Brunswick, Ohio Industries Served: Distribution, Retail, Manufacturing	Brian Gale	71	9	2	F
23	The Meyers Printing Co., Minneapolis, Minn. Industries Served: Food & Beverage, Health & Beauty, Electronics, Security, Snack Food	David G. Dillon	123	13	1	F, O, C, U, D, S
24	Advanced Web, Minneapolis, Minn. Industries Served: Medical, OEM, Prime, Specialty	Kip Colwell	120	16	2	F, U, D
25	Whitlam Label Company, Center Line, Mich. Industries Served: Automotive, Industrial, Government, Beverage, Consumers	Richard Shaieb	115	12	2	F, C, U, D
26	KDV Label Co. Inc., Waukesha, Wis. Industries Served: Dairy, Nutraceutical, Automotive, Consumer Goods, Promotional	Richard L. Vaughn	105	13	2	F
27	GSI Technologies LLC, Burr Ridge, Ill. Industries Served: Healthcare, Electrical Manufacturing, Auto, Paper & Plastics, Food Service	Jack Kraemer	53	11	2	F, U, D, S
28	Pamco Label Co., Des Plaines, Ill. Industries Served: Health & Beauty, Food & Beverage, Industrial, Candy, Household	Michael S. Blechman	115	20	1	F, C, U, D, S

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29	Repacorp. Inc., Tipp City, Ohio Industries Served: Medical, Warehouse, Retail, Industrial	Rick M. Heintl	111	21	4	F, U, D, S
30	Dow Industries, Wilmington, Mass. Industries Served: Consumer Products, Health & Personal Care, Cosmetic, Food, Medical Diagnostics	Walter Dow	65	17	1	F, C, U, D, G, S
31	Phenix Label Company, Olathe, Kan. Industries Served: Health & Beauty, Direct Mail, Food & Beverage, Security, Retail	Hans M. Peter	73	8	1	F, U, D, S
32	Valley Forge Tape & Label Co., Exton, Pa. Industries Served: Direct Marketing, Food, OEM, Pet Care, Pharmaceutical	Paul Myers	60	10	1	F, C
33	Wayne Trademark, High Point, N.C. Industries Served: Hosiery, Apparel, Food, Beverage, Cleaning Supplies	Gary Burrow	71	14	1	F, O, D, U
34	Tapecon, Inc., Buffalo, N.Y. Industries Served: Medical, Industrial Equipment, Food & Beverage, Health & Beauty, Military	Alan Davis	75	24	2	F, C, U, L, D, S
35	Gintzler Graphics, Buffalo, N.Y. Industries Served: Pharmaceutical, Personal Care, Specialty Foods, Contract Packaging	Franklin J. Nice	56	12	1	F, C, U, L, S
36	Tailored Label Products, Menomonee Falls, Wis. Industries Served: Healthcare, Automotive, Electronics, Industrial, Crowd Control	Michael Erwin	63	11	1	F, O, U, D
37	New York Label & Box, Islandia, N.Y. Industries Served: Cosmetic, Food, Health & Beauty, Vitamin, Pharmaceutical	Steven Haedrich	74	11	2	F, O, S
38	Allen-Bailey Tag & Label, Caledonia, N.Y. Industries Served: Manufacturing, Hospitality, Steel, Construction, Safety	Jennifer Chapman	89	20+	1	F, L
39	McCourt Label Co., Lewis Run, Pa. Industries Served: Manufacturing, Retail, Direct Mail, Distribution, Automotive	David G. Ferguson	72	9	1	F, U, S
40	Prestige Label, Burgaw, N.C. Industries Served: Food & Beverage, Health & Beauty, Pharmaceutical/Nutraceutical, Household, Industrial	Tim Keegan	50	5	1	F, C, U, D, S
41	Celotape, Fremont, Calif. Industries Served: Electronics, Telecom, Semiconductor, Medical, Food & Beverage	Pete Offermann	100	25	1	F, U, D, S
42	Hi-Tech Printing Co., Fairfield, Ohio Industries Served: Food & Drug, Motor Freight Tracking, Warehouse Barcoding & Tracking, Chemical, Pharmaceutical	Robert P. Dillingham	37	10	1	F, O, U, D
43	Art Tape & Label Corp., Addison, Ill. Industries Served: Direct Mail, Coupons, Custom, Industrial, Prime	Allan M. Cameron	38	9	1	F, U

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44	Luminer Converting Group, Lakewood, N.J. Industries Served: Pharmaceutical, Health & Beauty, Industrial	Thomas Spina	35	10	2	F, C, U, S
45	Model Graphics, Inc., West Chester, Ohio Industries Served: N/A	Steve Fleissner	42	5	1	F, C, U, D
46	Western Shield Label, Rancho Dominguez, Calif. Industries Served: Food & Beverage, Health & Beauty, Consumer Products, Nutritional Supplements, Garments	Frank Connelly	16	4	1	F, C, U, S
47	Techprint, Lawrence, Mass. Industries Served: Medical, Industrial, Telecom, Security, Consumer	Paul Durant	100	10	1	F, C, U, D, S
48	Litho Press Inc., Indianapolis, Ind. Industries Served: Cosmetic, Lawn Care, Food, Retail, Automotive	Jack Lacy	22	3	1	O
49	Copac Inc., Spartanburg, S.C. Industries Served: Home Fragrance, Tobacco, Nutraceutical, Pharmaceutical, Hosiery	Howard Henderson	14	4	1	O, L, D
50	Ace Label Systems, Golden Valley, Minn. Industries Served: Food & Beverage, Medical/Pharmaceutical, Office/School, Industrial, Media	Barbara Wilk	25	5	1	F, C, U, D
51	International Print & Packaging, Liberty Hill, Texas Industries Served: Medical, Food, Electronics, Cosmetic, Pet Care	Bryan Scheible	39	7	2	F, C, U, L, D, S
52	Selective Label & Printing, Sugar Grove, Ill. Industries Served: Packaging, Chemical, Food Processing, Promotional, Manufacturing	Mike Brucher	13	3	1	F, U
53	Rose City Label, Portland, Ore. Industries Served: Packaging, Chemical, Food Processing, Promotional, Manufacturing	Scott Pillsbury	13	3	1	F, U
54	Horizon Label, W. Berlin, N.J. Industries Served: Food, Chemical, Automotive, Cosmetic, Nutraceutical	Paul Falkowski	13	5	1	F, U, L, S
55	Castle Pierce, Oshkosh, Wis. Industries Served: Food & Beverage	Bill Castle	5	2	1	F, O

*Note: Rankings are based on 2007 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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