

# U.S. CONVERTING MARKET

STATUS, TRENDS AND PARTICIPANTS  
RELATED TO THE CONVERTING OF  
WEB-BASED MATERIALS SUCH AS  
PAPER, FILM, FOIL AND NONWOVENS

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## PLAYERS IN THE U.S. CONVERTING INDUSTRY

The U.S. converting industry consists of hundreds of companies. Some firms are large and publicly held. Others are small and privately held. A substantial number are family owned. As noted above there also are a number of converting-related associations, academic institutions and trade shows. (See Resources section at the conclusion of this report.)

The following sampling of U.S.-headquartered converters, materials providers and converting equipment companies showcases the breadth of the industry.

### CONVERTERS AND PRODUCERS OF RELATED PRODUCTS

Converters produce and/or print web-based materials. Related products include coatings, inks and adhesives.

#### **Ampac ([www.ampaconline.com](http://www.ampaconline.com))**

Ampac consists of three business units – Flexibles, Retail and Security. The Flexibles unit supplies coextruded, laminated and/or surface-printed rollstock, bags and preformed pouches. Pouches can be designed to be retort-compatible. Other options include nontraditional shapes, stand-up orientations and spout-equipped. The Retail segment produces bags for retailers while the Security unit offers bags to address low-, medium- and high-risk applications. Ampac operates 14 manufacturing centers in North America, Europe and Asia.

#### **Avery Dennison ([www.averydennison.com](http://www.averydennison.com))**

Avery Dennison is a global leader in labeling and packaging materials and solutions with operations in more than 50 countries and annual revenue of \$6.1 billion. Its Label and Packaging Materials business specializes in pressure-sensitive coated and uncoated papers, films and foil roll materials. Recent innovations include materials designed for labeling tires and ClearCut™ S7450 adhesive, which enhances the conformability of labels on curved bottles used for wine, spirits and other beverages. Another innovation, the CleanFlake™ Portfolio, provides clear and white biaxially oriented polypropylene facestocks and adhesive that don't contaminate the polyethylene terephthalate (PET) recycling stream. The CleanFlake pressure-sensitive label films float during the recycling process, improve yields for recyclers and help maximize quality of the recycled PET.

#### **Bemis Co., Inc. ([www.bemis.com](http://www.bemis.com))**

Bemis ranks as the largest flexible packaging supplier in North America with expertise in polymer chemistry, film extrusion, coating and laminating, printing and converting. The publicly held company is included in the S&P 500 index of stocks, employs about 19,000 people worldwide and generates \$5.0 billion in annual sales. It has increased its quarterly dividend annually for the past 30 years.

Subsidiaries include Curwood and MACtac®. Curwood offers a number of converted products including rollstock and pouches/bags with convenience features as well as vacuum packaging machines. MACtac supplies pressure-sensitive adhesives for graphic products for applications such as vehicle and building wraps and point-of-purchase displays.

#### **Dunmore Corp. ([www.dunmore.com](http://www.dunmore.com))**

Dunmore specializes in high-tech roll-to-roll coated, laminated, metallized and perforated films, foils, and woven and nonwoven substrates. Its three facilities (two in the United States and one in Germany) are ISO 9001:2008 certified. Applications include aerospace and aircraft insulation, electrostatic protection films, tamper-evident materials, fashion transfer materials and lamination films for appliances and home décor. The company will celebrate its 50th anniversary in 2020. Nine coater/laminator lines handle widths from 1.5 meters (60 inches) to 2.5 meters (96 inches). Four vacuum metallizers deposit aluminum, copper and other materials with an optical density ranging from transparent to opaque. Coverage can be full or striped. An analytical and applications laboratory is equipped with environmental chambers, ultraviolet and infrared spectrophotometers, Instron® tensile tester and other materials testing equipment.

