North America Thermoformed Packaging Market Analysis

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PN RESEARCH REPORT
NORTH AMERICA THERMOFORMED PACKAGING MARKET ANALYSIS

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Other PN Market & Data Reports
Plastics in Automotive
Released: March 2018

Materials Outlook
Released: February 2018

Thermoformers Ranking
Released: February 2018

Injection Molding in North America
Released: January 2018

Statistical data contained in this report is compiled by primary and secondary research and in-house analysis by Plastics News’ team of experts.

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Cover photo courtesy of Direct Pack
2018 THERMOFORMERS RANKING

MORE COVERAGE: PAGES 10-27

TOP 5 PACKAGING FIRMS
1. PACTIV LLC
   $2.85 BILLION
   100% OF RANKED SALES

2. DART CONTAINER CORP.
   $1.45 BILLION
   100% OF RANKED SALES

3. GENPAK LLC
   $500 MILLION
   100% OF RANKED SALES

4. D&W FINE PACK LLC
   $463 MILLION
   85% OF RANKED SALES

5. SONOCO PLASTICS
   $460 MILLION
   100% OF RANKED SALES

TOP END MARKETS
227 FIRMS REPORTING

Industrial: 169
Automotive/transportation: 139
Medical/pharmaceutical: 120
Electrical/electronics: 111
Recreational/sporting goods: 110
Consumer products: 110

TOP 5 INDUSTRIAL FIRMS
1. KRUGER BROWN HOLDINGS LLC
   $153 MILLION
   60% OF RANKED SALES

2. MACNEIL AUTOMOTIVE PRODUCTS LTD.
   $100 MILLION
   100% OF RANKED SALES

3. WILBERT PLASTIC SERVICES INC.
   $88.2 MILLION
   90% OF RANKED SALES

4. SPORTECH INC.
   $85 MILLION
   100% OF RANKED SALES

5. D&W FINE PACK LLC
   $81.7 MILLION
   15% OF RANKED SALES

TOP PLANT LOCATIONS
226 FIRMS REPORTING

Source: Plastics News Data
This report includes current market conditions ...

Market Overview

The Process

Thermoforming is the most in-demand method for producing thinner and lighter rigid plastic packaging products. These packaging products find applications in various end use industries, including food and beverage, healthcare packaging and electronics.

There are varying methods processors use in thermoforming, including thin-gauge thermoforming, thick-gauge thermoforming, plug assist forming and vacuum snapback.

Jeff Mengel, a partner at Plante Moran PLLC and the leader of the firm’s plastics industry practice, noted that in thin-gauge packaging, parts are getting thinner.

“Some parts are getting so thin it actually can be hard to produce,” Mengel said.

Overall, the food and beverage industries represent the largest segment for packaging materials and machinery. Growth in beverage packaging applications is projected at a healthy compound annual growth rate (CAGR) of 4.4 percent to hit $131.1 billion by 2019, according to analysis by MarketsandMarkets.

Thermoformers have paced innovation in the food industry with technical advances in materials and plastic processing for packaging that have extended the shelf life of products and thwarted microbial threats while reducing food waste.

Another key end use application for thermoforming is medical packaging. Changing consumer demographics and the life-sustaining nature of pharmaceuticals, medical devices and sterile medical products is a driver to continued growth.

According to a recent study by Freedonia Group, demand in the U.S. for pharmaceutical packaging products is forecast to rise 5.1% yearly through 2021. The study states that parenteral containers will post the fastest growth in primary pharmaceutical

Profiles of leading processors ...

Pactiv LLC

1900 W. Field Court
Lake Forest, IL 60045
P: 847-482-2000
www.pactiv.com

Key Official:
John McGrath, CEO

Pactiv LLC is among the world’s largest manufacturers and distributors of food packaging and foodservice products supplied to packers, processors, supermarkets, restaurants, institutions and foodservice outlets across North America.

Pactiv had estimated thermoforming sales of $2.85 billion, according to Plastics News’ 2018 rankings data, all of that total from packaging.

According to Plastics News data, the company has 23 thermoforming plants and its processes include thin gauge, extrusion, heavy gauge, in-line extrusion and pressure forming. Materials include PE, PS, PP, PET, PVC and PETG.

Thermoformers ranking data ...

<table>
<thead>
<tr>
<th>Rank</th>
<th>Company/Parent company</th>
<th>Top thermoforming official</th>
<th>Thermoforming sales (millions)</th>
<th>Most recent year’s total corporate sales (millions)</th>
<th>Thermoform employees</th>
<th>Plants/lines</th>
<th>Annual sales throughput (mill. lbs.)</th>
<th>Materials</th>
<th>Processes</th>
<th>Primary end markets</th>
</tr>
</thead>
</table>
| 1    | Pactiv LLC
Lake Forest, Ill.
Rank Group Ltd.
| John McGrath
CEO | $2,850$ | $2,900$ | N.A. | N.A. | 22 | N.A. | 1.3 | 1.2 | 1.5 | 1.9 |
| 2    | Dart Container Corp.
Mason, Mich.
| Jim Lammers
President | $1,450$ | $1,400$ | $3,200$ | N.A. | 23 | N.A. | 1.3 | 1.2 | 1.5 | 1.0 |
| 3    | D&W Fine Pack LLC
Wood Dale, Ill.
| Kevin Andrews
CEO | $545$ | $520$ | $600$ | 2,000 | 8 | N.A. | 3.5 | 1.2 | 1.5 | 1.8 |
| 4    | Gempak LLC
Charlotte, N.C.
Great Pacific Enterprises Inc.
| Kevin Kelly
President | $500$ | $500$ | N.A. | N.A. | 10 | N.A. | 3.5 | 1.2 | 1.5 | 1.9 |
| 5    | Sonoco Plastics
| Vicki Arthur | $460$ | $470$ | $5,700 | 7 | 17 | 1.5 | 1.2 | 1.5 | 1.9 |