

# The Winning Formula



Peter Schottland,  
President / CEO

Over  
100  
Years  
Packaging  
Excellence



American Packaging is committed to being a good corporate citizen by focusing on ways to effectively integrate economic progress, social development and environmental improvements into our daily activities. We strive to improve the environment through innovation and strengthen our communities through involvement. We are dedicated to insuring future generations will have the same opportunities we were provided.

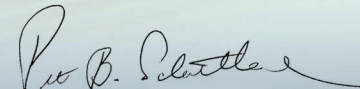
Periodically I am asked how American Packaging competes in the flexible arena and what sets us apart from our competitors. My response is always the same. *We have the winning formula.* Great people, best equipment, excellent technology with the lowest corporate overhead = success!

Rotogravure Printing & Laminating • Flexographic Printing & Laminating • Engineered Laminations & Coatings

UNSURPASSED QUALITY & SERVICE	RECENT INVESTMENTS & Commitment to Innovation	COMPANY HIGHLIGHTS
De-centralized operations: the ultimate in responsiveness	4 additional VISTAFLEX 10 color Flexographic presses	Best Workplace in the Americas "Best of the Best" Award
On-time deliveries	2 additional Bobst laminators	Top of the line equipment with improved efficiencies, lower waste and unique capabilities
Low rate of returns	2 additional COMEXI 10 color Rotogravure presses	Year over year sales growth with high customer retention
Highly-trained professionals with low employee turnover	New quad seal pouch line & modernized analytical lab	Several Awards for printing, innovation & environmental accomplishments
7 color ECG Capabilities,	High-tech Innovation Center to facilitate	All locations ISO 14001 registered
High Definition (HD) Flexo Printing	Solutions Team efforts	Continued support of APC Center for Packaging Innovation and the Center for Sustainable Packaging, both located at RIT
In-house plate making	Rotogravure satellite manufacturing location built	<b>Demand More From Your Package</b>
On-site technical service support	<b>Over \$250MM invested in recent years</b>	
Joint product development		
FDA Drug Masterfile		
<b>Centers are certified to GFSI Standards and ISO 9001 Registered</b>		

American Packaging is a privately-held company that has only changed ownership twice since 1902. We have three non-union converting centers of excellence with over 850 employees. The company is financially stable, growing at three times the industry average and maintains a low debt to EBITDA ratio. We recognize that constant investment in people, new equipment and technologies are the framework for continued growth; however providing stellar service and meeting the needs of our customers is what insures APC's success.

Given the opportunity, American Packaging will demonstrate the value we provide via high levels of quality, service, technical support and innovation. With us, you are more than a customer, you are our partner.

  
Peter B. Schottland



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