

Company Profile Feb 2007

Tray-Pak Corp.

■ **Address:** Tuckerton Road & Reading Crest Avenue, P.O. Box 14804, Muhlenberg Township, PA 19605

■ **Phone Number:** 610-926-5800

■ **Web Address:**
www.traypak.com

■ **Email:** sales@traypak.com

■ **Product Description:** Tray-Pak Corp. produces plastic thermoformed packages, parts and components in a variety of resins from PS, PET, PP, HDPE, PVC and PLA. Products include clamshells, blisters, trays, displays and functional parts for industries including all types of food processors, consumer, personal care, health care products, as well as industrial, electronic and automotive. Secondary processing of parts includes label application, pad printing, pre-printed parts and our branded parts: Fusion-Pak(TM) and IPOP(TM).

■ **History:** Tray-Pak Corp. was founded in 1975 by David Bestwick and local associates after a spinoff from W.R. Grace's Formpac division with 36 employees. Growth came from regional food processors and expansion into food service packaging. Later growth was augmented by a series of acquisitions into other non-food markets and was complemented by consistent investment into design, development and tool fabrication as well as broader process capabilities. TPSource(TM) division was started in 2001 to leverage Tray-Pak's front-end resources in design, engineering and

tool fabrication.

■ **2006 Summary:** 2006 brought some stability to the raw material supply but the effects of pricing pressures in 2005 continued into the first two quarters of 2006. Consequently, business levels suffered in the first six months of the year but Tray-Pak Corp. rebounded with stronger sales in the third and fourth quarters. In the early fall, TPC completed the final phases of an ERP implementation. Fusion-Pak brand continued to create packaging platforms and opportunities for food, consumer and pharmaceutical applications. ISO-9001:2000 and AIB certifications were maintained with a superior rating, the highest possible grade.

■ **2007 Expectations:** Our expanded sales and marketing team along with a new product development focus should help perpetuate sales growth in 2007. Orders for new projects are up significantly over 2006 and the backlog for our design and engineering department is strong. Enhanced machine capabilities along with investments made in our new product development area will position Tray-Pak for long-term strategic growth.

Newsmakers Aug 2006

8/6/06 Newsmakers

From our news staff

Randall A. Simcox was named president and CEO of Tray-Pak Corp., Muhlenberg Township.

Simcox will be responsible for all operating, financial and administrative matters.

Simcox of Spring Township previously served as executive vice president.

He received a bachelor's degree from Pennsylvania State University.

Kevin E. Gramley was named vice president of sales and marketing for Tray-Pak Corp.

He will be responsible for sales, marketing, product development and strategic planning.

Gramley of Spring Township previously served as vice president of sales and marketing for Lock Joint Tube Inc., South Bend, Ind.

He received a bachelor's degree in marketing from Indiana University of Pennsylvania.



Randall A. Simcox



Kevin E. Gramley

He received a bachelor's degree in economics from Albright College.

Newsmakers Jan 2007

Newsmakers

From our news staff

Kenneth R. Ritter was named chief financial officer at Tray-Pak Corp., Muhlenberg Township.

In his new position, Ritter will be responsible for planning, reporting and advising on financial aspects of the company.

Ritter of Spring Township was controller.

He is a graduate of Widener University, Chester, Delaware County, with a bachelor's degree in accounting and a graduate of St. Joseph University, Philadelphia, with a master's

degree in certified public accounting.



Kenneth R. Ritter

*Reading Eagle
1/7/07*