



Smyth Companies turns 130 in 2007

MINNEAPOLIS, MN – MARCH 26, 2007 --/For immediate release/-- Minnesota based Smyth Companies, Inc. marks 130 years in the printing business in 2007. The company was founded in St. Paul, Minnesota, in 1877 by Henry Martin (H.M.) Smyth as a commercial printer of bond certificates, books, surveying maps, and accounting forms. Since then, Smyth has shifted product focus to package labels for mass-marketed consumer goods and other printed items to facilitate in-store merchandising.

The H.M. Smyth Printing Company was one of the earliest business establishments in St. Paul, capitalizing on the westward migration of people and business firms in the late 1800's and subsequent growing market for printed products. The company established itself early as an innovator, becoming the first printer west of Chicago to employ lithography as a commercial print process. The firm's entry into the printing business was also timely, coinciding with advances in papermaking and press technology that made printing a more efficient and profitable industry. Henry Martin Smyth died in 1898. No members of his family continued in ownership or management of the business, but the company still retains his name. Gregory G. (G.G.) McGuiggan, who joined the company in 1900, purchased the firm in 1917; his relatives own and manage the company to this day.

In the 1950's, H.M. Smyth Company shifted focus from mainstream commercial printing to the printing of labels for consumer goods packaging. The firm initially produced cut-and-stack, glue-applied labels which were well suited to the company's existing sheet-fed offset presses. Early label clients included many local concerns like Hormel Foods and The Pillsbury Company, but Smyth served companies outside Minnesota as well. The period from the 1950's to the 1980's was one of tremendous growth for the company, led by William J. Hickey, Sr., and then his son, William J. Hickey, Jr. During this time, the company's annual revenues surpassed \$80 million, making H.M. Smyth one of the largest label printers in the U.S. It was also during this time that Smyth added a roll-fed, flexographic print capability by acquiring Label Specialties in Minneapolis. This enabled Smyth to offer clients pressure-sensitive labels, and greatly expand the markets the company could serve. It was also during this period that the company acquired Mower House Color Graphics of Austin, Minnesota, to have a print facility near Austin-based Hormel Foods, a major Smyth customer.

Since the late 1980's, the company has been led by the great-grandchildren of G.G. McGuiggan. Three of them, John Hickey, William J. Hickey III, and Daniel Hickey are involved in the day-to-day management of the company. They have shepherded the company through the acquisition of Piedmont Label in Bedford, Virginia, as well as some turbulent times for the label industry as a whole. In 2006, the company consolidated sheet-fed printing operations to their Austin and Bedford facilities, and purchased new press equipment designed for the label printing demands of the next twenty years. Now operating under the name Smyth Companies, Inc., the company has manufacturing facilities in Minneapolis, Minnesota; Austin, Minnesota; Bedford, Virginia; and Golden, Colorado.

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