

Industry Update

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September, 2015



US Printing Industry

- **Growth of .1% in 2014, first increase since 2011**
- **\$155 billion in 2014**
- **45,600 plants (45,000 in '13)**
- **Shipments per plant \$3.45M (\$3.41 in '13)**
- **906,400 employees in 2014 (922,600 in '13)**
- **Hourly earnings \$22.83/hr in 2014 (\$22.28/hr in '13)**
- **Capacity utilization 72.8% up from a low of 60.8% ('09) below prerecession total of 77.2%**
- **Prices increased 0.6% in 2014 (0.4% in '13)**
- **Profit as % of sales averaged 2.6% in 2014 (2.7%-'13)**



PIA RATIO STUDIES

- Profit Trends—before-tax profit as a percent of sales

- Year All Printers Profit Leaders

• 2009	1.5%	9.4%
• 2010	-1.4%	7.0%
• 2011	1.4%	9.5%
• 2012	1.8%	9.6%
• 2013	2.7%	9.9%
• 2014	2.6%	10.3%



PIA Forecast

For 2015 total U.S. printing shipments should decrease .6% to \$154 billion. In 2010 printing shipments were \$162 billion.

	2015
GDP Growth	2.6%
Total printing shipment growth	-.6%

Printers before tax profits will increase to 2.7% of sales (2.6% on '14)



Florida Printing Industry 2014

- \$6.7 billion in sales (\$6.6 b in '13)
- 50,900 employees (51,100 in '13)
- 1,000 plants (downward trend)
- Florida ranks 9th in nation in printing shipments (10th in '13)
- Statistics follow national trend in terms of hourly earnings and plant reductions
- Largest manufacturing sector in Florida



Thanks for Listening!

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