

# The Millcraft Paper Company

Village of Cuyahoga Heights | Featured Business | September/October 2015



**The Millcraft Paper Company | Corporate Headquarters**

**6800 Grant Avenue, Cuyahoga Heights, Ohio 44105**

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**[www.millcraft.com](http://www.millcraft.com)**

**<https://www.facebook.com/MillcraftPaper>**

**<http://millcraft.blogspot.com>**

## **90 Years of Paper Go a Long Way**

The Millcraft Paper Company was founded in Cleveland, Ohio in 1920 by Pauline and Harold Keil. Together, the Keils built Millcraft's reliable industry reputation upon a business philosophy in which the customer relationship is paramount. Now in its fourth generation as a family-owned company, Millcraft continues to carry over the traditional family values of honesty, respect and loyalty to its business relationships with customers and suppliers alike.

Between 1928 and 1978, Millcraft solidified its market presence in Ohio, establishing branches in Toledo and Akron, Ohio and expanded eastward to Erie, Pennsylvania. Nearly 75% of Millcraft's growth, though, has occurred in the last 20 years – a direct result of strategic acquisitions, expanded product lines and increased customer service. In turn, Millcraft's consistent growth in sales and purchasing power has spurred investment into our sales staff, physical plant and leading edge technology to enhance its new product and service capabilities.

As the leading Midwest-based distributor of printing and office papers, envelopes, packaging, and graphic design products, the Millcraft service platform has 17 sales and retail distribution locations in 14 cities: Akron; Ann Arbor, Buffalo; Cincinnati; Cleveland; Columbus; Dayton; Detroit, Fort Wayne; Indianapolis; Louisville; Pittsburgh; Southfield and Sterling Heights.

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## **Three Generations of Female Ownership**

Kay McKinney Mlakar, Chairman of the Board and Owner of The Millcraft Paper Company, has been recognized locally, regionally and nationally as a leading business woman. The Millcraft Paper Company has a unique three-generation history as a woman-owned business which was started in 1920 by Kay's grandmother and grandfather. Today, The Millcraft Paper Company is one of the largest independent paper merchants in the Midwest, with national capabilities and a global network. Millcraft specializes in supplying printing paper that supports corporate marketing efforts as well as diversity initiatives.

### **Inside Business's NEO Success Awards 2015 Feature Article**

*"Life Lessons from Kay McKinney Mlakar"*, Majority Owner and Chairman, Millcraft  
<http://portal.millcraft.com/resources/InsideBusinessNEOSuccessAwards.pdf>

We are proud to announce that Millcraft has been selected as a 2015 NEO Success Award winner. Established in 1995 as a way to showcase the success of business in our region, this annual award recognizes the top-performing companies in Northeast Ohio and is unique in its combined measurement of success in sales, growth and profitability.

NEO Success Award winners reflect the region's determination to expand and revitalize its economic status. Just as with the Crain's Fast 50 award we received last fall, this award truly belongs to all of our employees – as it reflects how their own determination and efforts to expand and revitalize a 95-year old company such as Millcraft have, in turn, had such a larger impact on our regional economies as well. The March/April 2015 issue of *Inside Business* featured a list of the 2014 NEO Success Award winners. The awards luncheon was held here in Cleveland at the end of March.

[http://www.ibmag.com/Main/Archive/NEO\\_Success\\_Awards\\_2015\\_The\\_Winners\\_\\_12786.aspx](http://www.ibmag.com/Main/Archive/NEO_Success_Awards_2015_The_Winners__12786.aspx)

## **Millcraft's Last 20 Years at a Glance | Growth by Acquisition**

Brown Paper Company | 2015  
Ariva Distribution, Inc. | 2013  
Cleveland Paper Company | 1986  
Hull Paper, Columbus | 1987  
Hull Paper, Dayton | 1988  
Merchants Paper, Cincinnati | 1992  
American Paper, Detroit | 2000  
Standard Paper, Detroit | 2004  
Unisource Paper Plus Stores, Detroit | 2004  
Sheets Paper Retail Store, Detroit | 2005

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## **New Sales & Distribution Centers**

Fort Wayne | 2013  
Indianapolis | 1997  
Cincinnati/ Ohio Valley | 1999  
Pittsburgh | 2000  
Livonia, Michigan | 2001

## **Millcraft Paper Stores**

(2003-2012)

Millcraft Paper Stores stock a wide variety of cut size paper for printers/end users.

Cleveland, Ohio  
Akron, Ohio  
Columbus, Ohio  
Cincinnati, Ohio  
Louisville, Kentucky  
Indianapolis, Indiana  
Ann Arbor, Michigan  
Detroit, Michigan  
Southfield, Michigan  
Sterling Heights, Michigan

## **Executive Team**

Kay Mlakar | Owner and Chairman of the Board  
Travis Mlakar | President  
Mike Davoran | Vice President, Regional Manager  
David Hegeman | Chief Financial Officer  
Greg Lovensheimer | Vice President of Operations  
Theresa Matrisciano | Vice President of Human Resources  
Eric Michel | Vice President, Regional Manager  
Scott Morrison | Chairman of the Executive Committee  
Bill Oeflein | Vice President of Real Estate

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## A Regional Force with National and International Capabilities

Over its 90+ year history, Millcraft has grown from a single merchant effort to a regional force with national and international capabilities:

- Representing 30 paper manufacturers & 150 grade lines
- Distribution centers in 11 cities, covering 7 states and Canada
- Over 500,000 square feet of warehouse space
- Over 8000 stocked items
- \$15,000,000.00 in inventory
- 144,000,000 pounds of paper converted annually

## Partnering with the Best | Our Established Mill Relationships

### New Page Corporation

Largest Coated Mill Manufacturer in North America

### Lecta Group

Second Largest Coated Mill Manufacturer in Europe

### International Paper

Largest Uncoated Mill Manufacturer in the World

