Document and Entity Information (USD $)	12 Months Ended		
	Dec. 31, 2011	Mar. 07, 2012	Jun. 30, 2011
Document and Entity Information			
Entity Registrant Name	UFP TECHNOLOGIES INC		
Entity Central Index Key	0000914156		
Document Type	10-K		
Document Period End Date	Dec. 31, 2011		
Amendment Flag	false		
Current Fiscal Year End Date	--12-31		
Entity Well-known Seasoned Issuer	No		
Entity Voluntary Filers	No		
Entity Current Reporting Status	Yes		
Entity Filer Category	Accelerated Filer		
Entity Public Float			$ 80,608,963
Entity Common Stock, Shares Outstanding		6,609,957	
Document Fiscal Year Focus	2011		
Document Fiscal Period Focus	FY		

CONSOLIDATED BALANCE SHEETS (USD $)	Dec. 31, 2011	Dec. 31, 2010
Current assets:		
Cash and cash equivalents (UDT: $278,475 and $277,698, respectively)	$ 29,848,798	$ 22,102,634
Receivables, net	15,618,717	14,633,375
Inventories, net	9,758,623	8,044,336
Prepaid expenses	558,875	1,035,301
Refundable income taxes	1,086,632	1,414,026
Deferred income taxes	1,168,749	1,208,848
Total current assets	58,040,394	48,438,520
Property, plant, and equipment (UDT: $2,099,960 and $2,756,792, respectively)	47,635,907	45,457,275
Less accumulated depreciation and amortization (UDT: $(1,448,928) and $(1,640,818), respectively)	(34,289,450)	(32,882,135)
Net property, plant, and equipment	13,346,457	12,575,140
Goodwill	6,481,037	6,481,037
Intangible assets	398,499	593,829
Other assets	1,454,867	1,389,375
Total assets	79,721,254	69,477,901
Current liabilities:		
Accounts payable	3,344,480	2,837,462
Accrued expenses (UDT: $14,400 and $12,900, respectively)	5,540,163	6,679,381
Current installments of long-term debt (UDT: $0 and $39,246, respectively)	580,661	654,331
Total current liabilities	9,465,304	10,171,174
Long-term debt, excluding current installments (UDT: $0 and $627,629, respectively)	5,638,658	6,846,947
Deferred income taxes	1,292,378	880,775
Retirement and other liabilities	1,340,131	1,352,529
Total liabilities	17,736,471	19,251,425
Commitments and contingencies (Note 16)		
Stockholders' equity:		
Preferred stock, $.01 par value. Authorized 1,000,000 shares; no shares issued or outstanding		
Common stock, $.01 par value. Authorized 20,000,000 shares; issued and outstanding 6,554,746 in 2011 and 6,338,829 shares in 2010.	65,547	63,388
Additional paid-in capital	18,185,912	16,924,197
Retained earnings	43,059,074	32,712,904
Total UFP Technologies, Inc. stockholders' equity	61,310,533	49,700,489
Non-controlling interests	674,250	525,987
Total stockholders' equity	61,984,783	50,226,476
Total liabilities and stockholders' equity	$ 79,721,254	$ 69,477,901

CONSOLIDATED BALANCE SHEETS (Parenthetical) (USD $)	Dec. 31, 2011	Dec. 31, 2010
Cash and cash equivalents, UDT	$ 29,848,798	$ 22,102,634
Property, plant, and equipment, UDT	47,635,907	45,457,275
Accumulated depreciation and amortization, UDT	34,289,450	32,882,135
Accrued taxes and other expenses, UDT	5,540,163	6,679,381
Current installments of long-term debt, UDT	580,661	654,331
Long-term debt, excluding current installments, UDT	5,638,658	6,846,947
Preferred stock, par value (in dollars per share)	$ 0.01	$ 0.01
Preferred stock, Authorized shares (in shares)	1,000,000	1,000,000
Preferred stock, shares issued (in shares)	0	0
Preferred stock, shares outstanding (in shares)	0	0
Common stock, par value (in dollars per share)	$ 0.01	$ 0.01
Common stock, Authorized shares (in shares)	20,000,000	20,000,000
Common stock, issued shares (in shares)	6,554,746	6,338,829
Common stock, outstanding shares (in shares)	6,554,746	6,338,829
UDT		
Cash and cash equivalents, UDT	278,475	277,698
Property, plant, and equipment, UDT	2,099,960	2,756,792
Accumulated depreciation and amortization, UDT	(1,448,928)	(1,640,818)
Accrued taxes and other expenses, UDT	14,400	12,900
Current installments of long-term debt, UDT	0	39,246
Long-term debt, excluding current installments, UDT	$ 0	$ 627,629

CONSOLIDATED STATEMENTS OF OPERATIONS (USD $)	12 Months Ended		
	Dec. 31, 2011	Dec. 31, 2010	Dec. 31, 2009
Net sales	$ 127,243,846	$ 120,766,450	$ 99,231,334
Cost of sales	90,999,327	86,150,720	72,511,919
Gross profit	36,244,519	34,615,730	26,719,415
Selling, general, and administrative expenses	21,366,913	20,235,540	18,539,005
Gain on sales of property, plant, and equipment	(838,592)	(12,000)	(11,206)
Operating income	15,716,198	14,392,190	8,191,616
Other (expenses) income			
Interest expense, net	(26,874)	(115,537)	(232,747)
Other, net		150,000	
Gains on acquisitions			839,690
Total other (expense) income	(26,874)	34,463	606,943
Income before income tax provision	15,689,324	14,426,653	8,798,559
Income tax expense	4,905,708	5,019,136	2,816,575
Net income from consolidated operations	10,783,616	9,407,517	5,981,984
Net income attributable to non-controlling interests	(437,446)	(160,425)	(52,559)
Net income attributable to UFP Technologies, Inc.	$ 10,346,170	$ 9,247,092	$ 5,929,425
Net income per share:			
Basic (in dollars per share)	$ 1.60	$ 1.50	$ 1.02
Diluted (in dollars per share)	$ 1.48	$ 1.37	$ 0.94
Weighted average common shares:			
Basic (in shares)	6,475,540	6,157,310	5,829,580
Diluted (in shares)	6,999,300	6,749,062	6,293,964

CONSOLIDATED STATEMENTS OF STOCKHOLDERS' EQUITY (USD $)	Total	Common Stock	Additional Paid-in Capital	Retained Earnings	Non-Controlling Interests
Balance at Dec. 31, 2008	$ 31,890,391	$ 56,667	$ 13,774,334	$ 17,536,387	$ 523,003
Balance (in shares) at Dec. 31, 2008		5,666,703			
Increase (Decrease) in Stockholders' Equity					
Stock issued in lieu of compensation	183,500	433	183,067		
Stock issued in lieu of compensation (in shares)		43,279			
Share-based compensation	900,813	1,960	898,853		
Share-based compensation (in shares)		196,000			
Exercise of stock options net of shares presented for exercise	130,332	394	129,938		
Exercise of stock options net of shares presented for exercise (in shares)		39,375			
Excess tax benefits on share-based compensation	23,421		23,421		
Net income	5,981,984			5,929,425	52,559
Distribution to non-controlling interests	(105,000)				(105,000)
Balance at Dec. 31, 2009	39,005,441	59,454	15,009,613	23,465,812	470,562
Balance (in shares) at Dec. 31, 2009		5,945,357			
Increase (Decrease) in Stockholders' Equity					
Stock issued in lieu of compensation	79,248	103	79,145		
Stock issued in lieu of compensation (in shares)		10,291			
Share-based compensation	963,710	1,084	962,626		
Share-based compensation (in shares)		108,421			
Exercise of stock options net of shares presented for exercise	507,056	2,747	504,309		
Exercise of stock options net of shares presented for exercise (in shares)		274,760			
Net share settlement of restricted stock units and stock option tax withholding	(485,511)		(485,511)		
Excess tax benefits on share-based compensation	854,015		854,015		
Net income	9,407,517			9,247,092	160,425
Distribution to non-controlling interests	(105,000)				(105,000)
Balance at Dec. 31, 2010	50,226,476	63,388	16,924,197	32,712,904	525,987
Balance (in shares) at Dec. 31, 2010	6,338,829	6,338,829			
Increase (Decrease) in Stockholders' Equity					
Stock issued in lieu of compensation	55,000	27	54,973		
Stock issued in lieu of compensation (in shares)		2,735			
Share-based compensation	1,088,672	693	1,087,979		
Share-based compensation (in shares)		69,324			
Exercise of stock options net of shares presented for exercise	250,538	1,439	249,099		
Exercise of stock options net of shares presented for exercise (in shares)		143,858			
Net share settlement of restricted stock units and stock option tax withholding	(829,995)		(829,995)		
Excess tax benefits on share-based compensation	699,659		699,659		
Net income	10,783,616			10,346,170	437,446
Distribution to non-controlling interests	(289,183)				(289,183)
Balance at Dec. 31, 2011	$ 61,984,783	$ 65,547	$ 18,185,912	$ 43,059,074	$ 674,250

Balance (in shares) at Dec. 31, 2011	6,554,746	6,554,746			

CONSOLIDATED STATEMENTS OF CASH FLOWS (USD $)	12 Months Ended		
	Dec. 31, 2011	Dec. 31, 2010	Dec. 31, 2009
Cash flows from operating activities:			
Net income	$ 10,783,616	$ 9,407,517	$ 5,981,984
Adjustments to reconcile net income to net cash provided by operating activities:			
Depreciation and amortization	2,781,002	3,152,193	2,895,062
Gain on sales of property, plant, and equipment	(838,592)	(12,000)	(11,206)
Gain on acquisitions			(839,690)
Share-based compensation	1,088,672	963,710	900,813
Stock issued in lieu of compensation	55,000	79,248	183,500
Deferred income taxes	451,702	305,830	226,950
Excess tax benefits on share-based compensation	(699,659)	(854,015)	(23,421)
Changes in operating assets and liabilities, net of effects from acquisition:			
Receivables, net	(985,342)	(415,370)	(341,536)
Inventories, net	(1,714,287)	(396,819)	1,863,118
Prepaid expenses	476,426	(558,920)	72,715
Refundable income taxes	327,394	(1,414,026)	
Accounts payable	507,018	160,922	384,928
Accrued expenses	(439,559)	1,380,570	(307,305)
Retirement and other liabilities	(12,398)	234,332	204,553
Other assets	(65,492)	(205,445)	(509,425)
Net cash provided by operating activities	11,715,501	11,827,727	10,681,040
Cash flows from investing activities:			
Additions to property, plant, and equipment	(3,740,891)	(3,285,530)	(1,856,837)
Acquisition of Foamade Industries, Inc.'s assets			(375,000)
Acquisition of E.N. Murray Co. net of cash acquired			(1,440,534)
Acquisition of Advanced Materials Group assets			(620,000)
Proceeds from sale of property, plant, and equipment	1,222,494	12,000	13,364
Net cash used in investing activities	(2,518,397)	(3,273,530)	(4,279,007)
Cash flows from financing activities:			
Distribution to United Development Company Partners (noncontrolling interest)	(289,183)	(105,000)	(105,000)
Excess tax benefits on share-based compensation	699,659	854,015	23,421
Proceeds from the exercise of stock options net of attestations	250,538	507,056	130,332
Principal repayment of long-term debt	(1,281,959)	(623,552)	(576,690)
Principal repayment of obligations under capital leases			(1,612,665)
Payment of statutory withholding for stock options exercised and restricted stock units vested	(829,995)	(485,511)	
Proceeds from long-term borrowings			4,000,000
Net cash (used in) provided by financing activities	(1,450,940)	147,008	1,859,398
Net change in cash and cash equivalents	7,746,164	8,701,205	8,261,431
Cash and cash equivalents at beginning of year	22,102,634	13,401,429	5,139,998
Cash and cash equivalents at end of year	$ 29,848,798	$ 22,102,634	$ 13,401,429

Summary of Significant Accounting Policies	12 Months Ended
	Dec. 31, 2011
Summary of Significant Accounting Policies	
Summary of Significant Accounting Policies	

(1) Summary of Significant Accounting Policies

UFP Technologies, Inc. ("the Company") is an innovative designer and custom converter of foams, plastics, and natural fiber products principally serving the medical, automotive, aerospace and defense, computer and electronics, consumer, and industrial markets. The Company was incorporated in the State of Delaware in 1993.

(a) Principles of Consolidation

The consolidated financial statements include the accounts and results of operations of UFP Technologies, Inc., its wholly-owned subsidiaries, Moulded Fibre Technology, Inc., Simco Industries, Inc. and its wholly-owned subsidiary Simco Automotive Trim, Inc., and Stephenson & Lawyer, Inc. and its wholly-owned subsidiary, Patterson Properties Corporation. The Company also consolidates United Development Company Limited, of which the Company owns 26.32% (see Note 8). All significant inter-company balances and transactions have been eliminated in consolidation.

(b) Use of Estimates

The preparation of consolidated financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, including allowance for doubtful accounts and the net realizable value of inventory, and disclosure of contingent assets and liabilities at the date of the consolidated financial statements, and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

(c) Fair Value of Financial Instruments

Cash and cash equivalents, accounts receivable, accounts payable, and accrued taxes and other expenses are stated at carrying amounts that approximate fair value because of the short maturity of those instruments. The carrying amount of the Company's long-term debt approximates fair value as the interest rate on the debt approximates the Company's current incremental borrowing rate.

(d) Fair Value Measurement

The Company defines fair value as the price that would be received from selling an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. When determining the fair value measurements for assets and liabilities, which are required to be recorded at fair value, the Company considers the principal or most advantageous market in which the Company would transact and the market-based risk measurement or assumptions that market participants would use in pricing the asset or liability, such as inherent risk, transfer restrictions, and credit risk.

The Company has not elected fair value accounting for any financial instruments for which fair value accounting is optional.

(e) Cash and Cash Equivalents

The Company considers all highly liquid investments with original maturities of three months or less to be cash equivalents. At December 31, 2011, and 2010, cash equivalents primarily consisted of money market accounts and certificates of deposit that are readily convertible into cash. The Company utilizes zero-balance disbursement accounts to manage its funds. As such, outstanding checks at the end of a year are recorded as reductions in cash. Prior to 2011 the Company recorded book overdrafts caused by outstanding checks as an increase to both cash and accounts payable. Because the Company had sufficient cash on hand at the end of each fiscal year to fund the outstanding checks as they cleared, prior year book overdrafts have been reclassified as a reduction in cash to be consistent with the 2011 presentation. The outstanding checks at December 31, 2011, 2010, and 2009, were $2,016,839, $2,331,117, and $1,597,085, respectively.

The Company maintains its cash in bank deposit accounts, money market funds, and certificates of deposit that at times exceed federally insured limits. The Company periodically reviews the financial stability of institutions holding its accounts, and does not believe it is exposed to any significant custodial credit risk on cash.

(f) Accounts Receivable

The Company periodically reviews the collectability of its accounts receivable. Provisions are recorded for accounts that are potentially uncollectible. Determining adequate reserves for accounts receivable requires management's judgment. Conditions impacting the realizability of the Company's receivables could cause actual asset write-offs to be materially different than the reserved balances as of December 31, 2011.

(g) Inventories

Inventories include material, labor, and manufacturing overhead and are valued at the lower of cost or market. Cost is determined using the first-in, first-out (FIFO) method.

The Company periodically reviews the realizability of its inventory for potential obsolescence. Determining the net realizable value of inventory requires management's judgment. Conditions impacting the realizability of the Company's inventory could cause actual asset write-offs to be materially different than the Company's current estimates as of December 31, 2011.

(h) Property, Plant, and Equipment

Property, plant, and equipment are stated at cost and are depreciated or amortized using the straight-line method over the estimated useful lives of the assets or the related lease term, if shorter (for financial statement purposes) and, in some cases, accelerated methods (for income tax purposes). Certain manufacturing machines that are dedicated to a specific program — where total units to be produced over the life of the program are estimable — are depreciated using the modified units of production method for financial statement purposes.

Estimated useful lives of property, plant, and equipment are as follows:

Leasehold improvements	Shorter of estimated useful life or remaining lease term
Buildings and improvements	31.5 years
Equipment	8-10 years
Furniture and fixtures	5-7 years

Property, plant, and equipment amounts are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. An impairment loss would be recognized when the carrying amount of an asset exceeds the estimated undiscounted future cash flows expected to result from the use of the asset and its eventual disposition. The amount of the impairment loss to be recorded is calculated by the excess of the asset's carrying value over its fair value.

(i) Goodwill

Goodwill is tested for impairment annually, and will be tested for impairment between annual tests if an event occurs or circumstances change that would indicate that the carrying amount may be impaired. Impairment testing for goodwill is done at a reporting unit level. Reporting units are one level below the business segment level, but can be combined when reporting units within the same segment have similar economic characteristics. The Company's reporting units include its Component Products segment, Packaging segment (excluding its Molded Fiber operation), and its Molded Fiber operation. An impairment loss generally would be recognized when the carrying amount of the reporting unit's net assets exceeds the estimated fair value of the reporting unit. The Company assessed qualitative factors as of December 31, 2011, and determined that it was more likely than not that the fair value of both reporting units exceeded their respective carrying amounts. Factors considered for each reporting unit included financial performance, forecasts and trends, market cap, regulatory and environmental issues, foreign currency, market analysis, recent transactions, macro-economic conditions, industry and market considerations, raw material costs, management stability, and the degree by which the fair value of each reporting unit exceeded its carrying value in 2010 (approximately $37 million or 161% and $7 million or 190% for the Component Products and Molded Fiber reporting units, respectively). As a result, no goodwill impairment test was performed in 2011. Based upon tests performed in 2010 and 2009, there was no goodwill impairment as of December 31, 2010, and 2009.

(j) Intangible Assets

Intangible assets with an indefinite life are not amortized. Intangible assets with a definite life are amortized on a straight-line basis, with estimated useful lives ranging from 5 to 14 years. Indefinite-lived intangible assets are tested for impairment annually, and will be tested for impairment between annual tests if an event occurs or circumstances change that would indicate that the carrying amount may be impaired. Intangible assets with a definite life are tested for impairment whenever events or circumstances indicate that their carrying values may not be recoverable.

(k) Revenue Recognition

The Company recognizes revenue at the time of shipment when title and risk of loss have passed to the customer, persuasive evidence of an arrangement exists, performance of its obligation is complete, its price to the buyer is fixed or determinable, and the Company is reasonably assured of collection. If a loss is anticipated on any contract, a provision for the entire loss is made immediately. Determination of these criteria, in some cases, requires management's judgment.

(l) Share-Based Compensation

When accounting for equity instruments exchanged for employee services, share-based compensation cost is measured at the grant date, based on the calculated fair value of the award, and is recognized as an expense over the employee's requisite service period (generally the vesting period of the equity grant).

Share-based compensation cost that has been charged against income for stock compensation plans is as follows:

	Year Ended December 31		
	2011	2010	2009
Selling, general, and administrative expenses	$ 1,088,672	$ 963,710	$ 900,813

The compensation expense for stock options granted during the three-year period ended December 31, 2011, was determined as the intrinsic fair market value of the options, using a lattice-based option valuation model with the assumptions noted as follows:

	Year Ended December 31		
	2011	2010	2009
Expected volatility	54.8% to 73.3%	65.8% to 83.4%	68.8% to 84.6%
Expected dividends	None	None	None
Risk-free interest rate	0.9% to 2.9%	2.0% to 3.2%	3.6%
Exercise price	Closing price on date of grant	Closing price on date of grant	Closing price on date of grant
Imputed life	4.6 to 7.7 years (output in lattice-based model)	4.1 to 7.9 years (output in lattice-based model)	4.1 to 7.9 years (output in lattice-based model)

The stock volatility for each grant is determined based on a review of the experience of the weighted average of historical daily price changes of the Company's common stock over the expected option term, and the risk-free rate is based on the U.S. Treasury yield curve in effect at the time of grant for periods corresponding with the expected life of the option.

The weighted average grant date fair value of options granted during 2011, 2010, and 2009, was $5.75, $3.89, and $1.83, respectively. Tax benefits totaling $699,659, $854,015, and $23,421 were recognized as additional paid-in capital during the years ended December 31, 2011, 2010, and 2009, respectively, since the Company's tax deductions exceeded the share-based compensation change recognized for stock options exercised.

The total income tax benefit recognized in the statement of operations for share-based compensation arrangements was approximately $359,000, $316,600, and $291,000 for the years ended December 31, 2011, 2010, and 2009, respectively.

(m) Deferred Rent

The Company accounts for escalating rental payments on a straight-line basis over the term of the lease.

(n) Shipping and Handling Costs

Costs incurred related to shipping and handling are included in cost of sales. Amounts charged to customers pertaining to these costs are included in net sales.

(o) Research and Development

On a routine basis, the Company incurs costs related to research and development activity. These costs are expensed as incurred. Approximately $0.9 million, $0.9 million, and $0.8 million were expensed in the years ended December 31, 2011, 2010, and 2009, respectively.

(p) Income Taxes

The Company's income taxes are accounted for under the asset and liability method. Under the asset and liability method, deferred tax assets and liabilities are recognized for the estimated future tax consequences attributable to differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax basis and operating loss and tax credit carryforwards. Deferred tax expense (benefit) results from the net change during the year in deferred tax assets and liabilities. The effect on deferred tax assets and liabilities of a change in tax rates is recognized in income in the period that includes the enactment date.

The Company evaluates the need for a valuation allowance to reduce its deferred tax assets to the amount that is more likely than not to be realized. The Company has considered future taxable income and ongoing prudent and feasible tax planning strategies in assessing the need for a valuation allowance. Should the Company determine that it would not be able to realize all or part of its deferred tax assets in the future, an adjustment to the deferred tax assets would be charged to income in the period such determination was made.

The Company recognizes the tax benefit from an uncertain tax position only if it is more likely than not that the tax position will be sustained on examination by the taxing authorities, based on the technical merits of the position. The tax benefits recognized in the consolidated financial statements from such positions are then measured based on the largest benefit that has a

greater than 50% likelihood of being realized upon settlement. The Company recognizes interest and penalties accrued related to unrecognized tax benefits in tax expense.

(q) Segments and Related Information

The Company follows the provisions of ASC 280, *Segment Reporting*, which establish standards for the way public business enterprises report information and operating segments in annual financial statements (see Note 20).

New Accounting Pronouncements	12 Months Ended
	Dec. 31, 2011
New Accounting Pronouncements	
New Accounting Pronouncements	**(2) New Accounting Pronouncements** In May 2011, the Financial Accounting Standard Board ("FASB") issued Accounting Standards Update No. 2011-04, Amendments to Achieve Common Fair Value Measurement and Disclosure Requirements in GAAP and IFRS ("ASU 2011-04"), which amends Accounting Standards Codification ("ASC") 820, Fair Value Measurement. ASU 2011-04 improves the comparability of fair value measurements presented and disclosed in financial statements prepared in accordance with U.S. GAAP and International Financial Reporting Standards. The amended guidance changes the wording used to describe many requirements in U.S. GAAP for measuring fair value and for disclosing information about fair value measurements. Additionally, the amendments clarify the FASB's intent about the application of existing fair value measurement and disclosure requirements. Although ASU 2011-04 is not expected to have a significant effect on practice, it changes some fair value measurement principles and disclosure requirements. ASU 2011-04 is effective for interim and annual periods beginning after December 15, 2011, and must be applied prospectively. Early application is not permitted. We do not anticipate that the adoption of ASU 2011-04 will have a material impact on our financial position or the results of our operations. In September 2011, the FASB issued Accounting Standards Update No. 2011-08, Testing Goodwill for Impairment ("ASU 2011-08"), which amends ASC 350, Intangibles — Goodwill and Other. Previous guidance under ASC 350 required an entity to test goodwill for impairment on at least an annual basis by comparing the fair value of a reporting unit with its carrying amount, including goodwill (step 1). The amendments of ASU 2011-08 permit an entity to first assess qualitative factors to determine whether it is more likely than not that the fair value of a reporting unit is less than its carrying amount as a basis for determining whether it is necessary to perform the two-step goodwill impairment test described in ASC 350. The amendments of ASU 2011-08 are effective for annual and interim goodwill impairment tests performed for fiscal years beginning after December 15, 2011, with early adoption permitted. The Company adopted ASU 2011-08 in December 2011 with no impact on the company's financial position or results of operations.

Supplemental Cash Flow Information	12 Months Ended
	Dec. 31, 2011
Supplemental Cash Flow Information	
Supplemental Cash Flow Information	

(3) Supplemental Cash Flow Information

Cash paid for interest and income taxes is as follows:

	Years Ended December 31		
	2011	2010	2009
Interest	$ 126,999	$ 127,378	$ 205,828
Income taxes, net of refunds	$ 3,793,454	$ 5,522,702	$ 1,648,764

During the years ended December 31, 2011, and 2010, the Company permitted the exercise of stock options with exercise proceeds paid with the Company's stock ("cashless" exercises) totaling $93,879 and $343,750, respectively.

Receivables and Net Sales	12 Months Ended
	Dec. 31, 2011
Receivables and Net Sales	
Receivables and Net Sales	

(4) Receivables and Net Sales

Receivables consist of the following:

	December 31	
	2011	2010
Accounts receivable—trade	$ 15,997,576	$ 14,976,057
Less allowance for doubtful receivables	(378,859)	(342,682)
	$ 15,618,717	$ 14,633,375

Receivables are written off against these reserves in the period they are determined to be uncollectible, and payments subsequently received on previously written-off receivables are recorded as a reversal of the bad debt provision. The Company performs credit evaluations on its customers and obtains credit insurance on a large percentage of its accounts, but does not generally require collateral. The Company recorded a provision for doubtful accounts of $55,209 and $8,466 for the years ended December 31, 2011, and 2010, respectively.

Sales to the top customer in the Company's Component Products segment comprised 10.9% of that segment's total sales and 7.2% of the Company's total sales for the year ended December 31, 2011. Sales to the top customer in the Company's Packaging segment comprised 6.9% of that segment's total sales and 2.3% of the Company's total sales for the year ended December 31, 2011.

Inventories	12 Months Ended
	Dec. 31, 2011
Inventories	
Inventories	

(5) Inventories

Inventories consist of the following:

	December 31	
	2011	2010
Raw materials	$5,425,773	$4,778,780
Work in process	1,513,794	695,421
Finished goods	2,819,056	2,570,135
	$9,758,623	$8,044,336

Other Intangible Assets	12 Months Ended
	Dec. 31, 2011
Other Intangible Assets	
Other Intangible Assets	

(6) Other Intangible Assets

The carrying values of the Company's definite-lived intangible assets as of December 31, 2011, and 2010, are as follows:

	Patents	Non-Compete	Customer List	Total
Gross amount at December 31, 2011	$ 428,806	$ 200,000	$ 769,436	$ 1,398,242
Accumulated amortization at December 31, 2011	(425,052)	(126,500)	(448,191)	$ (999,743)
Net balance at December 31, 2011	$ 3,754	$ 73,500	$ 321,245	$ 398,499
Gross amount at December 31, 2010	$ 428,806	$ 200,000	$ 769,436	$ 1,398,242
Accumulated amortization at December 31, 2010	(400,885)	(93,168)	(310,360)	$ (804,413)
Net balance at December 31, 2010	$ 27,921	$ 106,832	$ 459,076	$ 593,829

Amortization expense related to intangible assets was $195,330, $223,908, and $157,104 for the years ended December 31, 2011, 2010, and 2009, respectively. Future amortization for the years ending December 31 will be approximately:

2012	$ 163,554
2013	159,800
2014	75,145
Total:	$ 398,499

Property, Plant, and Equipment	12 Months Ended
	Dec. 31, 2011
Property, Plant, and Equipment	
Property, Plant, and Equipment	

(7) Property, Plant, and Equipment

Property, plant, and equipment consist of the following:

	December 31	
	2011	2010
Land and improvements	$ 839,906	$ 944,906
Buildings and improvements	6,959,641	7,499,855
Leasehold improvements	3,071,096	2,884,463
Equipment	32,612,522	31,695,304
Furniture and fixtures	2,540,055	2,153,943
Construction in progress—equipment/buildings	1,612,687	278,804
	$ 47,635,907	$ 45,457,275

Depreciation and amortization expense for the years ended December 31, 2011, 2010, and 2009, was $2,585,672, $2,928,285, and $2,737,958, respectively.

Investment in and Advances to Affiliated Partnership	12 Months Ended
	Dec. 31, 2011
Investment in and Advances to Affiliated Partnership	
Investment in and Advances to Affiliated Partnership	

(8) Investment in and Advances to Affiliated Partnership

The Company has a 26.32% ownership interest in a realty limited partnership, United Development Company Limited ("UDT"). The Company has consolidated the financial statements of UDT for all periods presented because it has determined that UDT is a VIE, and the Company is the primary beneficiary. UDT owns one building, which is leased to the Company. The lease payments from the Company account for 100% of UDT's revenue. Therefore, the Company believes it has the power to direct the activities of UDT that most significantly impact the entity's economic performance, and the obligation to absorb losses of UDT or the right to receive benefits from UDT that could potentially be significant to UDT. In addition to the lease arrangement, the Company's management provides management services to UDT in certain situations. The creditors of UDT have no recourse to the general credit of the Company (see Note 23).

Included in the December 31 consolidated balance sheets are the following amounts related to UDT:

	December 31	
	2011	2010
Cash	$ 278,475	$ 277,698
Net property, plant, and equipment	651,032	1,115,974
Accrued expenses	14,400	12,900
Current and long-term debt	—	666,875

Indebtedness	12 Months Ended
	Dec. 31, 2011
Indebtedness	
Indebtedness	

(9) Indebtedness

On January 29, 2009, the Company amended and extended its credit facility with Bank of America, NA. The facility is comprised of: (i) a revolving credit facility of $17 million; (ii) a term loan of $2.1 million with a seven-year straight-line amortization; (iii) a mortgage loan of $1.8 million with a 20-year straight-line amortization; and (iv) a mortgage loan of $4.0 million with a 20-year straight-line amortization. Extensions of credit under the revolving credit facility are based in part upon accounts receivable and inventory levels. Therefore, the entire $17 million may not be available to the Company. As of December 31, 2011, the Company had availability of approximately $16.9 million based upon collateral levels in place as of that date. The credit facility calls for interest of LIBOR plus a margin that ranges from 1.0% to 1.5% or, at the discretion of the Company, the bank's prime rate less a margin that ranges from 0.25% to zero. In both cases the applicable margin is dependent upon Company performance. The loans are collateralized by a first priority lien on all of the Company's assets, including its real estate located in Georgetown, Massachusetts, and in Grand Rapids, Michigan. Under the credit facility, the Company is subject to a minimum fixed-charge coverage financial covenant, which the Company was in compliance with as of December 31, 2011. The Company's $17 million revolving credit facility matures November 30, 2013; the term loans are all due on January 29, 2016. At December 31, 2011, the interest rate on these facilities was 1.28%, and there were no borrowings outstanding on the line of credit.

Long-term debt consists of the following:

	December 31	
	2011	2010
Mortgage notes	$ 5,017,817	$ 5,310,116
Note payable	1,201,502	1,489,863
UDT mortgage	—	666,875
Equipment loan	—	34,424
Total long-term debt	6,219,319	7,501,278
Current installments	(580,661)	(654,331)
Long-term debt, excluding current installments	$ 5,638,658	$ 6,846,947
Aggregate maturities of long-term debt are as follows:		
Year ending December 31:		
2012	$ 580,661	
2013	580,661	
2014	580,661	
2015	580,661	
2016	3,896,675	
	$ 6,219,319	

Accrued Expenses	12 Months Ended
	Dec. 31, 2011
Accrued Expenses	
Accrued Expenses	

(10) Accrued Expenses

Accrued expenses consist of the following:

	December 31	
	2011	2010
Compensation	$2,221,730	$2,855,331
Benefits / self-insurance reserve	621,931	762,515
Paid time off	841,357	780,109
Commissions payable	393,028	416,326
Unrecognized tax benefits (see Note 11)	320,000	685,000
Other	1,142,117	1,180,100
	$5,540,163	$6,679,381

Income Taxes	12 Months Ended
	Dec. 31, 2011
Income Taxes	
Income Taxes	

(11) Income Taxes

The Company's income tax provision (benefit) for the years ended December 31, 2011, 2010, and 2009, consists of the following:

	Years Ended December 31		
	2011	2010	2009
Current:			
Federal	$ 3,752,000	$ 4,259,000	$ 2,100,000
State	702,000	454,000	490,000
	4,454,000	4,713,000	2,590,000
Deferred:			
Federal	396,000	191,000	263,000
State	56,000	115,000	(36,000)
	452,000	306,000	227,000
Total income tax provision	$ 4,906,000	$ 5,019,000	$ 2,817,000

At December 31, 2011, the Company had net operating loss carryforwards for federal income tax purposes of approximately $1,599,000, which are available to offset future taxable income and expire during the federal tax years ending December 31, 2019, through 2024. The future benefit of the federal net operating loss carryforwards will be limited to approximately $300,000 per year in accordance with Section 382 of the Internal Revenue Code.

The approximate tax effects of temporary differences that give rise to significant portions of the deferred tax assets and liabilities are as follows:

	December 31	
	2011	2010
Current deferred tax assets:		
Reserves	$ 377,000	$ 359,000
Inventory capitalization	230,000	196,000
Compensation programs	262,000	252,000
Retirement liability	72,000	88,000
Equity-based compensation	228,000	314,000
Total current deferred tax assets	$ 1,169,000	$ 1,209,000
Long-term deferred tax assets / (liabilities):		
Excess of book over tax basis of fixed assets	$ (1,421,000)	$ (1,065,000)
Goodwill	(691,000)	(627,000)
Intangible assets	(146,000)	(207,000)
Net operating loss carryforwards	544,000	644,000
Deferred rent	64,000	57,000
Compensation programs	358,000	317,000
Total long-term deferred tax (liabilities)	$ (1,292,000)	$ (881,000)

The amounts recorded as deferred tax assets as of December 31, 2011, and 2010, represent the amount of tax benefits of existing deductible temporary differences or carryforwards that are more likely than not to be realized through the generation of sufficient future taxable income within the carryforward period. The Company has total deferred tax assets of $2,134,000 at December 31, 2011, that it believes are more likely than not to be realized in the carryforward period. Management reviews the recoverability of deferred tax assets during each reporting period.

The actual tax provision for the years presented differs from the "expected" tax provision for those years, computed by applying the U.S. federal corporate rate of 34% to income before income tax expense as follows:

	Years Ended December 31		
	2011	2010	2009
Computed "expected" tax rate	34.0%	34.0%	34.0%
Increase (decrease) in income taxes resulting from:			
State taxes, net of federal tax benefit	3.4	2.0	3.4

Meals and entertainment	0.1	0.1	0.2
R&D credits	(0.4)	(0.3)	(0.9)
Domestic production deduction	(2.8)	(1.8)	(1.7)
Non-deductible ISO stock option expense	0.1	0.1	0.2
Acquisition gains	—	—	(3.3)
Unrecognized tax benefits	(2.4)	1.0	—
Income of non-controlling interests	(1.0)	(0.4)	(0.2)
Other	0.3	0.1	0.3
Effective tax rate	31.3%	34.8%	32.0%

The Company files income tax returns in the U.S. federal jurisdiction and various state jurisdictions. The Company has not been audited by any state for income taxes with the exception of returns filed in Michigan (which have been audited through 2004), and income tax returns filed in Massachusetts for 2005 and 2006, and Florida for 2007, 2008, and 2009 (which are currently being audited). The Company's federal tax return for 2008 has been audited. Federal tax returns for the years 2009 through 2010 and state tax returns for the years 2008 through 2010 remain open to examination by the IRS and various state jurisdictions.

A reconciliation of the beginning and ending amount of gross unrecognized tax benefits ("UTB") resulting from uncertain tax positions is as follows:

	Federal and State Tax	
	2011	2010
Gross UTB balance at beginning of fiscal year	$ 685,000	$ 545,000
Increases for tax positions of prior years	40,000	140,000
Reductions for tax positions of prior years	(405,000)	—
Gross UTB balance at December 31	$ 320,000	$ 685,000

The total amount of unrecognized tax benefits that, if recognized, would affect the effective tax rate as of December 31, 2011, and 2010, are $320,000 and $685,000, respectively, for each year.

At December 31, 2011, and 2010, accrued interest and penalties on a gross basis, which are included above in the gross UTB balance, were $145,000 both years.

At December 31, 2011, approximately $255,000 of the unrecognized tax benefits relate to tax returns of a specific state jurisdiction that are currently under examination. Accordingly, the Company expects a reduction of this amount during 2012.

Net Income Per Share	12 Months Ended
	Dec. 31, 2011
Net Income Per Share	
Net Income Per Share	

(12) Net Income Per Share

Basic income per share is based upon the weighted average common shares outstanding during each year. Diluted income per share is based upon the weighted average of common shares and dilutive common stock equivalent shares outstanding during each year. The weighted average number of shares used to compute both basic and diluted income per share consisted of the following:

	Years Ended December 31		
	2011	2010	2009
Basic weighted average common shares outstanding during the year	6,475,540	6,157,310	5,829,580
Weighted average common equivalent shares due to stock options and restricted stock units	523,760	591,752	464,384
Diluted weighted average common shares outstanding during the year	6,999,300	6,749,062	6,293,964

The computation of diluted earnings per share excludes the effect of the potential exercise of stock awards, including stock options, when the average market price of the common stock is lower than the exercise price of the related options during the period. These outstanding stock awards are not included in the computation of diluted earnings per share because the effect would have been antidilutive. For the years ended December 31, 2011, 2010, and 2009, the number of stock awards excluded from the computation was 23,205, 101,769, and 190,484, respectively.

Stock Option and Equity Incentive Plans	12 Months Ended
	Dec. 31, 2011
Stock Option and Equity Incentive Plans	
Stock Option and Equity Incentive Plans	

(13) Stock Option and Equity Incentive Plans

Employee Stock Option Plan

The Company's 1993 Employee Stock Option Plan ("Employee Stock Option Plan"), which is stockholder approved, provides long-term rewards and incentives in the form of stock options to the Company's key employees, officers, employee directors, consultants, and advisors. The plan provides for either non-qualified stock options or incentive stock options for the issuance of up to 1,550,000 shares of common stock. The exercise price of the incentive stock options may not be less than the fair market value of the common stock on the date of grant, and the exercise price for non-qualified stock options shall be determined by the Compensation Committee. These options expire over 5- to 10-year periods.

Options granted under the plan generally become exercisable with respect to 25% of the total number of shares subject to such options at the end of each 12-month period following the grant of the options, except for options granted to officers, which may vest on a different schedule. At December 31, 2011, there were 331,620 options outstanding under the Employee Stock Option Plan. The plan expired on April 12, 2010.

Incentive Plan

In June 2003, the Company formally adopted the 2003 Incentive Plan (the "Plan"). The Plan was originally intended to benefit the Company by offering equity-based incentives to certain of the Company's executives and employees, thereby giving them a permanent stake in the growth and long-term success of the Company and encouraging the continuance of their involvement with the Company's businesses. The Plan was amended effective June 4, 2008, to permit certain performance-based cash awards to be made under the Plan. The Plan was further amended on June 8, 2011, to increase the maximum number of shares of common stock in the aggregate to be issued to 2,250,000. The amendment also added appropriate language so as to enable grants of stock-based awards under the Plan to continue to be eligible for exclusion from the $1,000,000 limitation on deductibility under Section 162(m) of the Internal Revenue Code (the "Code").

Two types of equity awards may be granted to participants under the Plan: restricted shares or other stock awards. Restricted shares are shares of common stock awarded subject to restrictions and to possible forfeiture upon the occurrence of specified events. Other stock awards are awards that are denominated or payable in, valued in whole or in part by reference to, or otherwise based on or related to, shares of common stock. Such awards may include Restricted Stock Unit Awards ("RSUs"), unrestricted or restricted stock, incentive and non-qualified stock options, performance shares, or stock appreciation rights. The Company determines the form, terms, and conditions, if any, of any awards made under the Plan.

Through December 31, 2011, 925,955 shares of common stock have been issued under the 2003 Incentive Plan, none of which have been restricted. An additional 176,209 shares are being reserved for outstanding grants of RSUs and other share-based compensation that are subject to various performance and time-vesting contingencies. The Company has also granted awards in the form of stock options under this Plan. Through December 31, 2011, 60,000 options have been granted and 56,250 options are outstanding. At December 31, 2011, 1,087,836 shares or options are available for future issuance in the 2003 Incentive Plan.

Director Plan

Effective July 15, 1998, the Company adopted the 1998 Director Plan. The Plan was amended and renamed, on June 3, 2009, the 2009 Non-Employee Director Stock Incentive Plan. The Plan, as amended, provides for the issuance of stock options and other equity-based securities up to 975,000 shares. At December 31, 2011, there were 250,651 options outstanding, and 3,809 shares of common stock were issued in the year ended December 31, 2011, 220,226 shares remained available to be issued under the Plan.

The following is a summary of stock option activity under all plans:

	Shares Under Options	Weighted Average Exercise Price	Aggregate Intrinsic Value
Outstanding December 31, 2010	764,496	$ 4.12	
Granted	23,205	16.10	
Exercised	(149,180)	2.31	
Cancelled or expired	—	—	
Outstanding December 31, 2011	638,521	$ 4.98	$ 6,279,933
Exercisable at December 31, 2011	578,521	$ 4.45	$ 5,988,946
Vested and expected to vest at December 31, 2011	638,521	$ 4.98	$ 6,279,933

The following is a summary of information relating to stock options outstanding and exercisable by price range as of December 31, 2011:

	Options Outstanding	Options Exercisable

Range of exercise prices	Outstanding as of 31-Dec-2011	Weighted average remaining contractual life (years)	Weighted average exercise price	Exercisable as of 31-Dec-2011	Weighted average exercise price
$1.00 - $1.99	46,620	1.2	$ 1.00	46,620	$ 1.00
$2.00 - $2.99	200,000	3.1	2.32	200,000	2.32
$3.00 - $3.99	111,984	1.6	3.28	111,984	3.28
$4.00 - $4.99	51,174	6.5	4.16	46,174	4.17
$5.00 - $5.99	41,719	4.9	5.12	41,719	5.12
$6.00 - $6.99	27,951	4.5	6.07	27,951	6.07
$9.00 - $9.99	82,599	6.0	9.13	48,849	9.16
$10.00 - $10.99	34,000	5.5	10.23	26,500	10.17
$11.00 - $16.99	42,474	6.6	14.26	28,724	14.06
	638,521	3.9	$ 4.98	578,521	$ 4.45

During the years ended December 31, 2011, 2010, and 2009, the total intrinsic value of all options exercised (i.e., the difference between the market price and the price paid by the employees to exercise the options) was $2,204,962, $2,711,864, and $79,269, respectively, and the total amount of consideration received from the exercise of these options was $344,417, $850,806, and $130,332, respectively. At its discretion, the Company allows option holders to surrender previously owned common stock in lieu of paying the exercise price and withholding taxes. During the years ended December 31, 2011, and 2010, 20,492 shares were surrendered at a market price of $17.64 and 62,202 shares were surrendered at a market price of $10.42, respectively. No shares were surrendered during the year ended December 31, 2009.

During the years ended December 31, 2011, 2010, and 2009, the Company recognized compensation expense related to stock options granted to directors and employees of $141,499, $213,716, and $150,482, respectively.

On March 2, 2011, the Company's Compensation Committee approved the issuance of 25,000 shares of unrestricted common stock to the Company's Chairman, Chief Executive Officer, and President under the 2003 Equity Incentive Plan. The shares were issued on December 22, 2011. The Company has recorded compensation expense of $423,250 for the year ended December 31, 2011, based on the grant date price of $16.93 at March 2, 2011. Stock compensation expense of $192,500 and $106,000 was recorded in 2010 and 2009, respectively, for similar awards.

On June 8, 2011, the Company issued 3,708 shares of unrestricted common stock to the non-employee members of the Company's Board of Directors as part of their annual retainer for serving on the Board. Based upon the closing price of $16.17 on June 8, 2011, the Company recorded compensation expense of $60,000 associated with the stock issuance for the year ended December 31, 2011.

It has been the Company's practice to allow executive officers to take a portion of their earned bonuses in the form of the Company's common stock. The value of the stock received by executive officers, measured at the closing price of the stock on the date of grant, was $55,000, $79,248, and $183,500, respectively, for the years ended December 31, 2011, 2010, and 2009.

The Company grants RSUs to its executive officers. The stock unit awards are subject to various time-based vesting requirements, and certain portions of these awards are subject to performance criteria of the Company. Compensation expense on these awards is recorded based on the fair value of the award at the date of grant, which is equal to the Company's closing stock price, and is charged to expense ratably during the service period. No compensation expense is taken on awards that do not become vested, and the amount of compensation expense recorded is adjusted based on management's determination of the probability that these awards will become vested. The following table summarizes information about stock unit award activity during the year ended December 31, 2011

	Restricted Stock Units	Weighted Average Award Date Fair Value
Outstanding at December 31, 2010	251,694	$ 5.80
Awarded	11,221	18.27
Shares distributed	(86,706)	5.02
Forfeited / Cancelled	—	—
Outstanding at December 31, 2011	176,209	$ 6.98

The Company recorded $463,923, $557,494, and $644,331, in compensation expense related to these RSUs during the years ended December 31, 2011, 2010, and 2009, respectively.

At the Company's discretion, RSU holders are given the option to net-share settle to cover the required minimum withholding tax, and the remaining amount is converted into the equivalent number of common shares. During the year ended December 31, 2011, 30,920 shares were redeemed for this purpose at a market price of $18.19. During the year ended December 31, 2010, 19,579 shares were redeemed for this purpose at a market price of $9.25.

The following summarizes the future share-based compensation expense the Company will record as the equity securities granted through December 31, 2011, vest:

	Common	Restricted

	Options	Stock	Stock Units	Total
2012	$ 72,744	$ —	$ 321,210	$ 393,954
2013	70,080	—	219,300	$ 289,380
2014	43,892	—	76,456	$ 120,348
2015	12,962	—	8,541	$ 21,503
Total	$ 199,678	$ —	$ 625,507	$ 825,185

Preferred Stock	12 Months Ended
	Dec. 31, 2011
Preferred Stock	
Preferred Stock	**(14) Preferred Stock** On March 18, 2009, the Company declared a dividend of one preferred share purchase right (a “Right”) for each outstanding share of common stock, par value $0.01 per share on March 20, 2009, to the stockholders of record on that date. Each Right entitles the registered holder to purchase from the Company one one-thousandth of a share of Series A Junior Participating Preferred Stock, par value $0.01 per share (the “Preferred Share”), of the Company, at a price of $25.00 per one one-thousandth of a Preferred Share subject to adjustment and the terms of the Rights Agreement. The rights expire on March 19, 2019.

Supplemental Retirement Benefits	12 Months Ended
	Dec. 31, 2011
Supplemental Retirement Benefits	
Supplemental Retirement Benefits	**(15) Supplemental Retirement Benefits** The Company provides discretionary supplemental retirement benefits for certain retired officers, which will provide an annual benefit to these individuals for various terms following separation from employment. The Company recorded an expense of approximately $6,000, $30,000, and $35,000 for the years ended December 31, 2011, 2010, and 2009, respectively. The present value of the supplemental retirement obligation has been calculated using an 8.5% discount rate, and is included in retirement and other liabilities. Total projected future cash payments for the years ending December 31, 2012 through 2016, are approximately $75,000, $75,000, $46,000, $25,000, and $25,000, respectively, and approximately $75,000 thereafter.

Commitments and Contingencies	12 Months Ended
	Dec. 31, 2011
Commitments and Contingencies	
Commitments and Contingencies	

(16) Commitments and Contingencies

(a) *Leases* — The Company has operating leases for certain facilities that expire through 2016. Certain of the leases contain escalation clauses that require payments of additional rent, as well as increases in related operating costs.

Future minimum lease payments under non-cancelable operating leases as of December 31, 2011, are as follows:

Years Ending December 31:	Operating Leases
2012	$ 1,762,408
2013	1,127,907
2014	820,134
2015	251,036
2016	211,752
Total minimum lease payments	$ 4,173,237

Rent expense amounted to approximately $2,305,000, $2,616,000, and $2,442,000 in 2011, 2010, and 2009, respectively.

(b) *Legal* — The Company is a defendant in various administrative proceedings that are being handled in the ordinary course of business. In the opinion of management of the Company, these suits and claims should not result in final judgments or settlements that, in the aggregate, would have a material adverse effect on the company's financial condition or results of operations.

Employee Benefit Plans	12 Months Ended
	Dec. 31, 2011
Employee Benefit Plans	
Employee Benefit Plans	**(17) Employee Benefit Plans** The Company maintains a profit sharing plan for eligible employees. Contributions to the Plan are made in the form of matching contributions to employee 401k deferrals, as well as discretionary amounts determined by the Board of Directors, and amounted to approximately $715,000, $785,000, and $709,000 in 2011, 2010, and 2009, respectively. The Company has a partially self-insured health insurance program that covers all eligible participating employees. The maximum liability is limited by a stop loss of $125,000 per insured person, along with an aggregate stop loss determined by the number of participants. The Company has an Executive, Non-qualified “Excess” Plan (“the Plan”), which is a deferred compensation plan available to certain executives. The Plan permits participants to defer receipt of part of their current compensation to a later date as part of their personal retirement or financial planning. Participants have an unsecured contractual commitment by the Company to pay amounts due under the Plan. There is currently no security mechanism to ensure that the Company will pay these obligations in the future. The compensation withheld from Plan participants, together with investment income on the Plan, is reflected as a deferred compensation obligation to participants, and is classified within retirement and other liabilities in the accompanying balance sheets. At December 31, 2011, the balance of the deferred compensation liability totaled approximately $1,105,000. The related assets, which are held in the form of a Company-owned, variable life insurance policy that names the Company as the beneficiary, are reported within other assets in the accompanying balance sheets, and are accounted for based on the underlying cash surrender values of the policies, and totaled approximately $1,096,000 as of December 31, 2011.

Fair Value of Financial Instruments	12 Months Ended
	Dec. 31, 2011
Fair Value of Financial Instruments	
Fair Value of Financial Instruments	

(18) Fair Value of Financial Instruments

Financial instruments recorded at fair value in the balance sheets, or disclosed at fair value in the footnotes, are categorized based upon the level of judgment associated with the inputs used to measure their fair value. Hierarchical levels defined by ASC 820, *Fair Value Measurements and Disclosures*, and directly related to the amount of subjectivity associated with inputs to fair valuation of these assets and liabilities, are as follows:

Level 1
Valued based on unadjusted, quoted prices in active markets for identical assets or liabilities at the measurement date. An active market for the asset or liability is a market in which transactions for the asset or liability occur with sufficient frequency and volume to provide pricing information on an ongoing basis.

Level 2
Valued based on either directly or indirectly observable prices for the asset or liability through correlation with market data at the measurement date and for the duration of the instrument's anticipated life.

Level 3
Valued based on management's best estimate of what market participants would use in pricing the asset or liability at the measurement date. Consideration is given to the risk inherent in the valuation technique and the risk inherent in the inputs to the model.

The Company has no assets and liabilities that are measured at fair value.

Acquisitions	12 Months Ended
	Dec. 31, 2011
Acquisitions	
Acquisitions	

(19) Acquisitions

On March 9, 2009, the Company acquired selected assets of the Hillsdale, Michigan, operations of Foamade Industries, Inc. (“Foamade”). The Hillsdale operations of Foamade specialized in the fabrication of technical urethane foams for a myriad of industries and bring to the Company further penetration into applications using this family of foams, as well as incremental sales to fold into its operations. The Company has transitioned the acquired assets to its Grand Rapids, Michigan, plant.

On July 7, 2009, the Company acquired substantially all of the assets of E.N. Murray Co. (“ENM”), a Denver, Colorado-based foam fabricator, for $2,750,000. ENM specialized in the fabrication of technical urethane foams primarily for the medical industry. This acquisition brings to the Company further access and expertise in fabricating technical urethane foams and a seasoned management team. The Company had leased the former ENM Denver facilities for a period of two years. The Company purchased these properties on December 22, 2010, for $1,200,000.

On August 24, 2009, the Company acquired selected assets of Advanced Materials, Inc. (“AMI”) for $620,000. Located in Rancho Dominguez, California, AMI specialized in the fabrication of technical urethane foams primarily for the medical industry and brings to the Company further penetration into this market. The Company assumed the lease of the 56,000-square-foot Rancho Dominguez location, which expires in November 2011.

The Company recorded gains of approximately $81,000, $558,000, and $201,000 on the acquisitions of selected assets of Foamade, ENM, and AMI, respectively, as it acquired the assets in bargain purchases. The Company believes the bargain purchase gains resulted from opportunities created by the overall weak economy.

The following table summarizes the consideration paid and the acquisition date fair value of the assets acquired and liabilities assumed relating to each transaction:

	Foamade 9-Mar-2009	ENM 7-Jul-2009	AMI 24-Aug-2009
Consideration			
Cash	$ 375,000	$ 2,750,000	$ 620,000
Fair value of total consideration transferred	$ 375,000	$ 2,750,000	$ 620,000
Acquisition costs (legal fees) included in SG&A	$ 25,000	$ 30,000	$ 35,000
Recognized amounts of identifiable assets acquired:			
Cash	$ —	$ 1,309,466	$ —
Accounts receivable	—	832,054	289,540
Inventory	182,864	922,497	252,528
Other assets	—	37,708	—
Fixed assets	189,100	812,000	345,750
Non-compete	30,000	120,000	—
Customer list	103,000	490,000	56,000
Total identifiable net assets	$ 504,964	$ 4,523,725	$ 943,818
Payables and accrued expenses	$ —	$ (830,341)	$ —
Equipment loan	—	(42,827)	—
Deferred tax liabilities	(49,386)	(342,212)	(123,051)
Net assets acquired	$ 455,578	$ 3,308,345	$ 820,767

With respect to the acquisition of selected assets of ENM, the Company acquired gross accounts receivable of $873,919, of which it deemed $41,865 to be uncollectible. It therefore recorded the accounts receivable at its fair market value of $832,054. With respect to the acquisition of selected assets of AMI, the Company acquired gross accounts receivable of $324,540, of which it deemed $35,000 to be uncollectible. It therefore recorded the accounts receivable at its fair market value of $289,540. With respect to the non-compete and customer list intangible assets acquired from Foamade, ENM, and AMI, the weighted average amortization period is five years. No residual balance is anticipated for any of the intangible assets.

The following table contains an unaudited pro forma condensed consolidated statement of operations for the years ended December 31, 2009, as if the ENM acquisition had occurred at the beginning of the period:

	Year Ended 31-Dec-2009
Sales	$ 105,228,869
Net income	6,070,518
Earnings Per Share:	

Basic	$	1.04
Diluted		0.96

The above unaudited pro forma information is presented for illustrative purposes only, and may not be indicative of the results of operations that would have actually occurred had the ENM acquisition occurred as presented. In addition, future results may vary significantly from the results reflected in such pro forma information.

Segment Data	12 Months Ended
	Dec. 31, 2011
Segment Data	
Segment Data	

(20) Segment Data

The Company is organized based on the nature of the products and services that it offers. Under this structure, the Company produces products within two distinct segments: Packaging and Component Products. Within the Packaging segment, the Company primarily uses polyethylene and polyurethane foams, sheet plastics, and pulp fiber to provide customers with cushion packaging for their products. Within the Component Products segment, the Company primarily uses cross-linked polyethylene foam to provide customers in the automotive, athletic, leisure, and health and beauty industries with engineered products for numerous purposes.

The accounting policies of the segments are the same as those described in Note 1. Income taxes and interest expense have been allocated based on operating results and total assets employed in each segment.

Inter-segment transactions are uncommon and not material. Therefore, they have not been separately reflected in the financial table below. The totals of the reportable segments' revenues, net profits, and assets agree with the Company's consolidated amounts contained in the audited financial statements. Revenues from customers outside of the United States are not material.

Sales to the top customer in the Company's Component Products segment comprises 10.9% of that segment's total sales and 7.2% of the Company's total sales for the year ended December 31, 2011. Sales to the top customer in the Company's Packaging segment comprise 6.9% of that segment's total sales and 2.3% of the Company's total sales for the year ended December 31, 2011.

The results for the Packaging segment include the operations of United Development Company Limited.

The Company has revised its allocation of corporate assets to the two segments to present cash and cash equivalents as unallocated assets. Prior year numbers have been adjusted to conform to the same allocation method.

Financial statement information by reportable segment is as follows:

2011	Component Products	Packaging	Unallocated Assets	Total
Sales	$ 84,652,237	$ 42,591,609	$ —	$ 127,243,846
Operating income	13,036,101	2,680,097	—	15,716,198
Total assets	27,169,529	22,702,927	29,848,798	79,721,254
Depreciation / Amortization	1,544,377	1,236,625	—	2,781,002
Capital expenditures	1,029,046	2,711,845	—	3,740,891
Interest expense, net	(14,640)	(12,234)	—	(26,874)
Goodwill	4,463,246	2,017,791	—	6,481,037

2010	Component Products	Packaging	Unallocated Assets	Total
Sales	$ 80,373,062	$ 40,393,388	$ —	$ 120,766,450
Operating income	11,104,306	3,287,884	—	14,392,190
Total assets	26,579,654	20,795,613	22,102,634	69,477,901
Depreciation / Amortization	1,802,085	1,350,108	—	3,152,193
Capital expenditures	1,814,874	1,470,656	—	3,285,530
Interest expense, net	(61,668)	(53,869)	—	(115,537)
Goodwill	4,463,246	2,017,791	—	6,481,037

2009	Component Products	Packaging	Unallocated Assets	Total
Sales	$ 60,973,325	$ 38,258,009	$ —	$ 99,231,334
Operating income	5,806,122	2,385,494	—	8,191,616
Total assets	25,409,608	19,043,675	13,401,429	57,854,712
Depreciation / Amortization	1,658,290	1,236,772	—	2,895,062
Capital expenditures	989,027	867,810	—	1,856,837
Interest expense, net	(126,363)	(106,384)	—	(232,747)
Goodwill	4,463,246	2,017,791	—	6,481,037
Bargain purchase gains	839,690	—	—	839,690

Building Sale	12 Months Ended
	Dec. 31, 2011
Building Sale	
Building Sale	**(21) Building Sale** On January 13, 2011, United Development Company Limited (“UDT”) sold its Alabama facility (Packaging segment) for $1,250,000. The net book value of the asset at December 31, 2010, was approximately $384,000. Selling expenses of approximately $38,000 were incurred.

Quarterly Financial Information (unaudited)	12 Months Ended
	Dec. 31, 2011
Quarterly Financial Information (unaudited)	
Quarterly Financial Information (unaudited)	

(22) Quarterly Financial Information (unaudited)

Year Ended December 31, 2011	Q1	Q2	Q3	Q4
Net sales	$ 31,503,588	$ 33,500,994	$ 30,761,959	$ 31,477,305
Gross profit	8,801,548	10,003,484	8,484,298	8,955,189
Net income attributable to UFP Technologies, Inc.	2,204,883	2,701,792	2,435,188	3,004,307
Basic net income per share	0.34	0.42	0.37	0.46
Diluted net income per share	0.32	0.39	0.35	0.43

Year Ended December 31, 2010	Q1	Q2	Q3	Q4
Net sales	$ 28,700,466	$ 29,957,495	$ 30,467,998	$ 31,640,491
Gross profit	7,457,254	9,046,836	8,905,976	9,205,664
Net income attributable to UFP Technologies, Inc.	1,511,382	2,281,616	2,364,840	3,089,254
Basic net income per share	0.25	0.37	0.38	0.49
Diluted net income per share	0.23	0.34	0.35	0.45

Subsequent Events	12 Months Ended
	Dec. 31, 2011
Subsequent Events	
Subsequent Events	**(23) Subsequent Events** On February 29, 2012, The Company purchased the manufacturing building that it leased from UDT for $1,350,000. The purchase price approximates fair market value based upon appraisals done by independent professional firms. As this was the only real estate owned by UDT, the realty limited partnership will be dissolved during 2012.

Schedule II - Valuation and Qualifying Accounts	12 Months Ended
	Dec. 31, 2011
Schedule II - Valuation and Qualifying Accounts	
Schedule II - Valuation and Qualifying Accounts	

Years ended December 31, 2011, 2010, and 2009

Accounts receivable, allowance for doubtful accounts:

	2011	2010	2009
Balance at beginning of year	$ 342,682	$ 473,912	$ 387,037
Provision (Recoveries) credited to expense	55,209	8,466	155,069
(Write-offs) and recoveries	(19,032)	(139,696)	(68,194)
Balance at end of year	$ 378,859	$ 342,682	$ 473,912