

Printing Impressions

America's Most Influential and Widely Read Resource for the Printing Industry

2018
Printing Impressions

400



35th Annual Ranking

**& Who's Who
in Printing**

2018 PRINTING IMPRESSIONS

Celebrating its 35th consecutive year, the **PRINTING IMPRESSIONS 400** provides the industry's most comprehensive listing of the leading printing companies in the United States and Canada ranked by annual sales volume.



400
35th Annual Ranking

The listings include company name and the location of the headquarters; parent company, if applicable; current and previous year's rankings; most recent and previous fiscal year sales figures; percentage change in sales; primary product specialties; principal officer(s); number of employees and manufacturing plants; as well as the firm's total range of in-house sheetfed and webfed digital and conventional printing process capabilities.

The financial information shown for the *PI* 400 rankings was provided voluntarily by privately-held and employee-owned firms, and we instructed companies to not provide projected/estimated sales figures if their fiscal year was still in progress. As a result, printers shown on this list were most often reporting 2017 calendar year revenues as their most recent annual sales figures.

Despite our repeated attempts, various privately-held companies refuse to divulge

their annual revenue figures, so they are not included on our *PI* 400 list. This year, based on *Forbes'* ranking of the largest privately-held companies, we included Taylor Corp. and used *Forbes'* estimated sales calculation.

In addition, some very large firms that are ranked, notably RR Donnelley, would not, or could not, break down their annual sales by the various print market specialties that we track (so, they may not appear on some of our Top 5 market segment leaders charts).

Individual printing companies that are part of larger graphic arts networks are not listed separately. In essence, to do so would be to show sales figures twice. Instead, only the sales of the entire umbrella corporation are included. In the case of a holding company that owns a graphic arts firm, the printing entity is listed in our rankings, with the holding company's name and location appearing beneath it.

Not Listed in Our 2018 Rankings?

If your company should have appeared on the 2018 PRINTING IMPRESSIONS 400 but did not, let us know for next year's list. Write to: PRINTING IMPRESSIONS, Attn: Editor-in-Chief, 1500 Spring Garden St., Suite 1200, Philadelphia, PA 19130 or email pi400@napco.com, and we'll add your firm to our database to be contacted for inclusion in next year's ranking.

— THE EDITORS

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| '18 | '17 | Company | Total Sales (Millions) | Previous Year's (Millions) | Change (%) | Principal Officer | Employees | Primary Specialties | Printing Processes/Capabilities | Ownership | Plants |
|-----|-----|--|------------------------|----------------------------|------------|-----------------------|-----------|---|--|-----------|--------|
| 1 | 1 | RR Donnelley, Chicago | \$6,940.00 | \$6,830.00 | +2 | Dan Knotts | 42,700 | SPEC 25% (logistics, sourcing, digital and creative services); COM 23%; DM 8%; S/T 6% | DCW; DCS; DWF; FLX; LTR; OFS; OFD; SCR | Pub | 328 |
| 2 | 2 | Quad/Graphics, Sussex, WI | \$4,131.00 | \$4,330.00 | -5 | Joel Quadracci | 22,600 | SPEC 28%; INS 20%; CAT 14%; PUB 14% | DCW; DCS; DWF; FLX; GRV; OFS; OFW | Pub | 57 |
| 3 | 3 | LSC Communications, Chicago* *(Quad/Graphics and LSC announced Quad is acquiring LSC in mid-2019.) | \$3,600.00 | \$3,650.00 | -1 | Thomas J. Quinlan III | 20,000 | PUB 48%; BKS 28%; SPEC 14% (Office products); DIR 3% | DCW; DCS; DWF; GRV; OFS; OFW; OFD | Pub | 53 |
| 4 | 4 | Cimpres, Waltham, MA | \$2,592.00 | \$2,135.00 | +21 | Robert Keane | 12,000 | SPEC 100% (Mass-customization products) | DCS; DWF; OFS; OFD | Pub | 14 |
| 5 | — | Taylor Corp., North Mankato, MN | \$2,200.00 | N/A | — | Glen Taylor | 12,000 | N/A | N/A | Prv | N/A |
| 6 | 5 | Deluxe Corp., Shoreview, MN | \$1,965.56 | \$1,849.06 | +6 | Barry McCarthy | 5,886 | SPEC 100% (Checks, printed forms) | N/A | Pub | 11 |
| 7 | 8 | Transcontinental Inc., Montreal | \$1,527.32 | \$1,527.60 | — | Francois Olivier | 6,500 | INS 35%; PKG 17%; NEWS 13%; SPEC 11% (Distribution and premedia) | DCW; DCS; DWF; FLX; OFS; OFW | Pub | 23 |
| 8 | 7 | Cenveo Enterprises, Stamford, CT | \$1,300.00 | \$1,560.00 | -17 | Robert G. Burton Jr. | 6,000 | SPEC 72% (Labels, envelopes); COM 28% | DCW; DCS; DWF; FLX; OFS; OFW | Prv | 30 |
| 9 | 9 | Donnelley Financial Solutions, Chicago | \$1,000.00 | \$983.50 | +2 | Daniel Lieb | 3,100 | FIN 100% | N/A | Pub | 59 |
| 10 | — | Mondi North America, Jackson, MO | \$685.00 | \$658.00 | — | Joe Moynihan | 2,100 | PKG 100% | FLX; GRV | Pub | 15 |
| 11 | 10 | IWCO Direct, Chanhassen, MN | \$470.60 | \$443.50 | +6 | Jim Andersen | 2,450 | DM 100% | DCW; DCS; FLX; OFS; OFW | Pub | 7 |
| 12 | 11 | Fort Dearborn, Elk Grove, IL | \$460.00 | \$440.00 | +5 | Kevin Kwilinski | 1,845 | PKG 100% | DCW; DCS; FLX; GRV; OFS; OFW; SCR | Prv | 17 |
| 12 | 14 | The IMAGINE Group, Minneapolis | \$460.00 | \$397.80 | +16 | John Hans | 1,800 | SPEC 70% (Large-format/P-O-P); COM 10%; FIN 10%; PKG 5% | DCW; DCS; DWF; FLX; LTR; OFS; OFD; SCR | Prv | 5 |
| 14 | 12 | WS Packaging Group, Green Bay, WI | \$440.00 | \$427.40 | +2 | Dean Wimer | 1,894 | PKG 89%; SPEC 9% (Games, sweepstakes, promotions, P-O-P/P-O-S, signage, RFID/NFC, labels); DM 2% | DCW; DCS; DWF; FLX; GRV; LTR; OFS; OFW; OFD; SCR | Prv | 15 |
| 15 | 13 | Alliance Franchise Brands, Plymouth, MI | \$426.00 | \$418.26 | +2 | Michael Marcantonio | 3,000 | COM 40%; SPEC 20% (Marketing services); DM 20%; PREP 10% | DCS; DWF; OFS; OFD | Prv | 605 |
| 16 | 15 | Ennis Inc., Midlothian, TX | \$370.20 | \$356.90 | +4 | Keith Walters | 2,000 | SPEC 41% (Envelopes, labels, tags, stationery, presentation folders, promotional products); BF 39%; FIN 14%; COM 7% | DCW; DCS; DWF; FLX; OFS; OFW; SCR | Pub | 53 |
| 17 | 16 | SG360®, a Segerdahl Co., Wheeling, IL | \$312.00 | \$310.00 | — | Mary Lee Schneider | 800 | DM 85%; COM 15% | DCW; DCS; LTR; OFS; OFW; OFD | Prv | 6 |
| 18 | 19 | Sir Speedy Print Signs Marketing, Mission Viejo, CA Div., Franchise Services (FSI), Mission Viejo, CA | \$303.00 | \$299.00 | +1 | Richard Lowe | N/A | SPEC 40% (Digital printing and signage); DM 30%; COM 15%; PREP 10% | DCS; DWF; OFS; OFD | Prv | 246 |
| 19 | 18 | Trend Offset Printing, Los Alamitos, CA | \$300.00 | \$300.00 | — | Anthony J. Lienau | 983 | PUB 50%; INS 35%; CAT 10%; DIR 5% | DCS; OFW; OFD | Prv | 3 |
| 20 | 17 | AlphaGraphics, Lakewood, CO Sub., MBE Worldwide s.p.a., Milano, Italy | \$277.30 | \$277.10 | +2 | Aaron Grohs | N/A | N/A | DCS; DWF; OFS | Prv | 281 |
| 21 | 21 | The Command Web Group, Secaucus, NJ | \$257.00 | \$256.00 | — | Steven Merson | 814 | BKS 49%; PKG 14%; FIN 13%; COM 10% | DCW; DCS; FLX; OFS; OFW | Prv | 6 |
| 22 | 25 | 4over Inc., Glendale, CA | \$250.00 | \$225.00 | +11 | Zarik Megerdichian | 1,500 | SPEC 100% (Trade printing) | DCS; DWF; OFS; OFD | Prv | 10 |
| 23 | 23 | Vomela Specialty, St. Paul, MN | \$246.60 | \$237.10 | +4 | Mark Auth | 1,150 | SPEC 85% (Retail, fleet, events, OEM); COM 10%; PKG 5% | DCS; DWF; OFS; OFD; SCR | Prv | 22 |
| 24 | 27 | Canadian Bank Note, Ottawa, Ontario Canada | \$234.11 | \$218.50 | +7 | Doug Arends | 1,650 | SPEC 100% (Security printing) | DCS; DWF; FLX; GRV; LTR; OFS; SCR | Prv | 5 |
| 25 | 24 | Orora Visual, Mesquite, TX Div., Orora Limited, Hawthorn, VIC, Australia | \$230.00 | \$230.00 | — | Jim Snyder | 800+ | SPEC 75% (P-O-P); PKG 15%; PUB 10% | DCW; DCS; DWF; FLX; LTR; OFS; OFW; OFD; SCR | Pub | 5 |
| 26 | 22 | DATA Communications Management, Brampton, Ontario, Canada | \$222.70 | \$214.10 | +4 | Gregory J Cochrane | 1,450 | SPEC 28% (Labels, wide-format, warehousing & logistics); DM 25%; BF 25%; COM 20% | DCW; DCS; DWF; FLX; OFS; OFW; OFD; SCR | Pub | 11 |
| 27 | 26 | Walsworth, Marceline, MO | \$180.75 | \$181.50 | — | Don O. Walsworth | 1,225 | BKS 51%; PUB 39%; CAT 10% | DCS; OFS; OFW | Prv | 4 |
| 28 | 34 | Mittera Group, Des Moines, IA | \$165.80 | \$132.50 | +25 | Jon Troen | 1,000 | DM 35%; INS 20%; SPEC 10% (Design, mobile apps, website development, photography, videography, data); COM 10% | DCW; DCS; DWF; OFS; OFW; OFD | Prv | 10 |
| 29 | 29 | Japs-Olson Co., St. Louis Park, MN | \$164.40 | \$159.62 | +3 | Michael W. Beddor | 660 | DM 90%; COM 5%; CAT 5% | DCW; DCS; OFS; OFW; OFD | Prv | 1 |
| 30 | 28 | Freedom Graphic Systems, Milton, WI | \$161.20 | \$160.60 | — | Martin Liebert | 650 | DM 95%; S/T 3%; COM 2% | DCW; DCS; DWF; OFW; OFD | Prv | 5 |
| 31 | 30 | Data-Mail Inc., Newington, CT | \$152.00 | \$153.00 | -1 | Bruce Mandell | 1,050 | DM 100% | DCW; DCS; OFS; OFW; OFD | Prv | 2 |
| 32 | — | The Bernard Group, Chanhassen, MN | \$151.00 | \$115.00 | +31 | Phillip Hazel | 630 | N/A | DCS; DWF; SCR | Emp | 2 |
| 33 | 31 | DG3 Diversified Global Graphics Group, Jersey City, NJ | \$148.00 | \$140.00 | +6 | Steven Babat | 700 | FIN 45%; COM 35%; DM 10%; SPEC 5% (Digital marketing) | DCW; DCS; OFS; OFW; OFD | Prv | 5 |

LEGEND Primary Specialties: BF – Business Forms; BKS – Book Manufacturing; CAT – Catalogs; COM – General Commercial Printing; DIR – Directories; DM – Direct Mail; FIN – Financial Printing; INS – Inserts; NEWS – Newspapers; PKG – Packaging; PREP – Prepress Services; PUB – Publications and Periodicals; SPEC – Specialty Printing; S/T – Statements/Transactional; N/A – Not Available. **Printing Processes/Capabilities:** DCW – Digital (Continuous-Web); DCS – Digital (Cut-Sheet); DWF – Digital (Wide- & Grand-Format); FLX – Flexography; GRV – Gravure; LTR – Letterpress; OFS – Offset (Sheetfed); OFW – Offset (Web); OFD – Offset/Digital Hybrid; SCR – Screen

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|-----|-----|--|------------------------|----------------------------|------------|-------------------------------|-----------|---|--|-----------|--------|
| 34 | 33 | OneTouchPoint Inc. , Hartland, WI | \$143.70 | \$138.10 | +4 | David Holland | 800 | COM 40%; SPEC 20% (Online solutions, fulfillment, distribution, managed print services); DM 10%; PKG 8% | DCW; DCS; DWF; LTR; OFS; OFW; OFD | Prv | 8 |
| 35 | 31 | Rohrer Corp. , Wadsworth, OH | \$140.00 | \$140.00 | — | Steve Wirrig | 700 | PKG 100% | FLX; OFS | Prv | 5 |
| 36 | 35 | MPI Label Systems , Sebring, OH | \$134.00 | \$130.00 | +3 | Randy L. Kocher | 570 | PKG 86%; SPEC 10% (Label applying equipment, RFID); PREP 2%; DM 2% | DCW; DCS; FLX; SCR | Prv | 11 |
| 37 | 37 | Smyth Cos. , St. Paul, MN | \$125.00 | \$123.00 | +2 | John Hickey | 520 | PKG 98%; COM 2% | DCW; FLX; OFS | Prv | 9 |
| 38 | — | Taylor Publishing , Dallas Sub., American Achievement, Austin, TX | \$122.00 | \$117.00 | +4 | | N/A | BKS 97%; CAT 3% | DCS; OFS; SCR | Prv | 1 |
| 39 | 38 | Hammer Packaging , W. Henrietta, NY | \$120.98 | \$122.20 | -1 | James E. Hammer | 525 | PKG 100% | DCW; FLX; OFS; OFW; SCR | Prv | 2 |
| 40 | 43 | American Litho , Carol Stream, IL | \$120.51 | \$113.49 | +6 | Michael Fontana, Chris Joyaux | 350 | DM 50%; CAT 20%; INS 15%; SPEC 10% (Digital, wide-format and fulfillment) | DCW; DCS; DWF; OFS; OFW; OFD | Prv | 1 |
| 41 | 39 | Sandy Alexander , Clifton, NJ | \$120.50 | \$121.50 | — | Mike Graff | 350 | COM 37%; DM 23%; SPEC 17%; CAT 8% | DCW; DCS; DWF; OFS; OFW; OFD | Prv | 4 |
| 42 | 40 | Phoenix Group , Philadelphia | \$118.00 | \$117.80 | — | Barry Green | 300 | COM 46%; DM 20%; FIN 10%; PKG 10% | DCW; DCS; DWF; OFS; OFW; OFD | Prv | 4 |
| 42 | 41 | DirectConnectGroup , Cleveland | \$118.00 | \$115.00 | +3 | Robert A. Durham | 650 | COM 40%; DM 22%; SPEC 20% (Fulfillment); PUB 7% | DCS; DWF; LTR; OFS; OFW; OFD | Prv | 7 |
| 44 | 41 | Mimeo.com , New York | \$116.48 | \$114.97 | +1 | Robert Byrne | 900 | COM 76%; SPEC 13% (Photo publishing); BKS 8%; DIR 3% | DCW; DCS; DWF | Prv | 4 |
| 45 | — | Magnets 4 media , Washington, MO | \$114.20 | \$113.36 | — | Bill Korowitz | 400 | SPEC 100% (Promotional products) | N/A | N/A | 4 |
| 46 | 45 | Nosco , Gurnee, IL Sub., Holden Industries, Deerfield, IL | \$114.00 | \$96.10 | +18 | Russell Haraf | 610 | PKG 95%; COM 5% | DCW; DCS; DWF; FLX; LTR; OFD | Emp | 6 |
| 47 | 44 | Publication Printers , Denver | \$113.00 | \$92.30 | +22 | Gary Rosenberg | 550 | PUB 60%; CAT 20%; DM 10%; COM 10% | DCS; OFW | Prv | 2 |
| 48 | 54 | Fortis Solutions Group , Virginia Beach, VA | \$112.00 | \$88.00 | +27 | John Wynne | 450 | SPEC 100% (Labels, flexible packaging, shrink sleeves, folding cartons) | DCW; DCS; FLX; OFS | Prv | 10 |
| 49 | 36 | St. Joseph Communications , Concord, Ontario | \$108.70 | \$129.30 | -16 | Tony Gagliano | 800 | COM 26%; INS 23%; PUB 19%; DM 11% | DCS; DWF; LTR; OFS; OFW; OFD | Prv | 3 |
| 50 | 46 | Lithographix Inc. , Hawthorne, CA | \$100.00 | \$100.00 | — | Herb Zebrack | 235 | SPEC 40% (Grand-format, large-format, retail); COM 20%; CAT 10%; INS 10% | DCS; DWF; OFS; OFW | Prv | 1 |
| 51 | 48 | Arandell Corp. , Menomonee Falls, WI | \$98.00 | \$98.00 | — | Bradley Hoffman | 700 | CAT 96%; PREP 3%; PUB 1% | OFW | Prv | 2 |
| 51 | 55 | Vision Integrated Graphics Group , Chicago | \$98.00 | \$85.00 | +15 | Brad Moore | 350 | DM 65%; SPEC 20% (Large-format); COM 15% | DCS; DWF; OFS; OFD; SCR | Prv | 2 |
| 53 | 46 | Western States Envelope & Label , Butler, WI | \$96.00 | \$98.00 | -2 | Steve Bayerlein | 600 | SPEC 95% (Labels and tags, promotional products, envelopes, folders, stationery, integrated cards); DM 5% | DCW; FLX; OFS | Prv | 5 |
| 54 | 50 | L.K. Litho , Middle Island, NY Div., The Linick Group, Middle Island, NY | \$95.89 | \$94.57 | +1 | Roger Dextor | 256 | BKS 40%; DM 25%; PUB 20%; INS 15% | DCW; DCS; DWF; FLX; GRV; LTR; OFS; OFW; OFD; SCR | Prv | 6 |
| 55 | 59 | Henry Wurst , N. Kansas City, MO | \$91.50 | \$80.00 | +14 | Michael S. Wurst | 321 | COM 35%; DM 19%; BKS 15%; SPEC 12% (Fulfillment) | DCW; DCS; OFS; OFW | Prv | 2 |
| 56 | 51 | Consolidated Label , Sanford, FL | \$91.00 | \$90.00 | +1 | Joel Carmany | 300 | SPEC 100% (Labels, shrink sleeves, flexible packets and tags) | DCW; FLX; SCR | Prv | 1 |
| 57 | 58 | Specialty Print Communications , Niles, IL | \$89.42 | \$81.92 | +9 | Adam M. LeFebvre | 495 | DM 85%; COM 15% | DCW; DCS; DWF; OFS; OFW; OFD | Prv | 4 |
| 58 | 53 | JohnsByrne Co. , Niles, IL | \$89.40 | \$86.10 | +4 | Corey Gustafson | 237 | PKG 64%; DM 20%; COM 16% | OFS; OFD | Prv | 2 |
| 59 | 62 | Wilten Direct , Deerfield Beach, FL | \$82.90 | \$78.20 | +6 | Kevin Wilten | 336 | DM 100% | DCW; DCS; OFW; OFD | Prv | 1 |
| 60 | 77 | Friesens Corp. , Altona, Manitoba | \$80.00 | \$80.00 | — | Chad Friesen | 580 | BKS 87%; PKG 7%; SPEC 6% (Self-publishing) | DCW; FLX; OFS; OFW | Emp | 3 |
| 60 | 55 | Universal Wilde , Westwood, MA | \$80.00 | \$80.00 | — | Stephen Flood | 275 | CAT 35%; S/T 35%; DM 20%; FIN 20% | DCW; DCS; OFS; OFW; OFD | Prv | 2 |
| 62 | 57 | IMS Inc. , Liverpool, NY | \$79.30 | \$82.20 | -4 | W. Lee Vanderpool Jr. | 200 | S/T 80%; DM 20% | DCW; DCS | Prv | 5 |
| 63 | 63 | PIP Marketing, Signs, Print , Mission Viejo, CA Div., Franchise Services (FSI), Mission Viejo, CA | \$78.00 | \$77.00 | +1 | Richard Lowe | N/A | SPEC 40% (Digital printing and signage); DM 30%; COM 15%; PREP 10% | DCS; DWF; OFS; OFD | Prv | 68 |
| 64 | — | Discount Labels , New Albany, IN | \$74.02 | — | N/A | John Becker | 490 | N/A | N/A | N/A | 1 |
| 65 | 66 | Zoo Printing , Bell, CA | \$74.00 | \$74.00 | — | Esteban Duran | N/A | SPEC 76% (Postcards, large-format, brochures, business cards); COM 14%; CAT 10% | DCS; DWF; OFS; OFD | Prv | N/A |
| 66 | — | ICS Corp. , West Deptford, NJ | \$72.00 | \$62.00 | +16 | Matthew Bastian | 350 | DM 100% | DCW; DCS | Prv | 1 |
| 66 | 67 | Marquis Book Printing , Montreal | \$72.00 | \$71.50 | +1 | Serge Loubier | 400 | BKS 84%; PUB 8%; CAT 3%; SPEC 3% | DCW; DCS; OFS; OFW; OFD | Prv | 2 |
| 68 | — | SourceLink LLC , Itasca, IL | \$71.00 | \$72.80 | -2 | Don Landrum | 425 | DM 50%; SPEC 25% (Customer intelligence/ analytics); S/T 25% | DCW; DCS; OFS; OFW | Prv | 4 |

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|-----|-----|---|------------------------|----------------------------|------------|---------------------------------|-----------|--|-----------------------------------|-----------|--------|
| 69 | 85 | Postal Center International , Fort Lauderdale, FL | \$70.00 | \$60.00 | +16 | Ismael Diaz | 250 | COM 20%; DIR 10%; BKS 10%; DM 10% | DCS; DWF; OFS; OFD | Prv | 3 |
| 70 | 65 | American Spirit , Eden Prairie, MN | \$69.50 | \$74.40 | -7 | Darren Carlson | 329 | DM 40%; COM 20%; SPEC 20% (Specialty); PKG 10% | DCW; DCS; OFS; OFW; OFD | Prv | 4 |
| 71 | 70 | Core Publishing Solutions , Eagan, MN Parent: Thomson Reuters | \$68.50 | \$69.04 | -1 | Todd Roth | 375 | BKS 100% | DCW; DCS; OFS; OFW | Pub | 1 |
| 72 | 72 | Outlook Group , Neenah, WI | \$68.00 | \$68.00 | — | John Cappy | 300 | PKG 95%; COM 5% | DCW; FLX; GRV; OFS | Prv | 2 |
| 72 | 68 | Flower City Printing , Rochester, NY | \$68.00 | \$71.41 | -5 | George Scharr, Steven Schuld | 325 | PKG 70%; COM 10%; PREP 10%; CAT 4% | DCS; DWF; FLX; OFS; OFD | Prv | 2 |
| 72 | 93 | SpeedPro Imaging , Centennial, CO | \$68.00 | \$62.00 | +9 | Larry Oberly | 250+ | SPEC 100% (Wide-format) | DCW; DCS; DWF | Prv | 124 |
| 72 | 74 | Tri-State Envelope , Ashland, PA | \$68.00 | \$65.00 | +5 | John Swensen | 470 | DM 60%; COM 20%; FIN 20% | FLX; LTR; OFS | Emp | 3 |
| 76 | 103 | Elanders Americas , Davenport, IA | \$67.33 | \$51.26 | +31 | Thomas P. Sheehan | 200 | BKS 50%; SPEC 30% (ITsolutions, subscription and e-commerce services); COM 20% | DCW; DCS; DWF; OFS; OFW | Pub | 2 |
| 77 | 71 | Thomas Printworks , Richardson, TX | \$66.50 | \$68.50 | -2 | Bryan Thomas | 551 | COM 62%; DM 15%; BF 5%; CAT 5% | DCS; DWF; LTR; OFS | Prv | 25 |
| 78 | 75 | Spectrum Marketing , Manchester, NH | \$64.30 | \$63.65 | +1 | Kevin Lash | 235 | DM 67%; COM 19%; SPEC 9% (Large-format); PUB 6% | DCS; DWF; OFS; OFW | Prv | 3 |
| 79 | 80 | Diversified Labeling Solutions , Itasca, IL | \$64.12 | \$61.48 | +4 | Bob Hakman, Jim Kersten | 221 | SPEC 100% (Pressure-sensitive labels) | DCW; FLX | Prv | 5 |
| 80 | 82 | Kirkwood , Wilmington, MA | \$64.00 | \$61.00 | +5 | Bob Coppinger | 245 | COM 40%; DM 20%; CAT 20%; BKS 5% | DCS; DWF; OFS | Prv | 1 |
| 81 | 89 | Glenroy Inc. , Menomonee Falls, WI | \$62.40 | \$58.80 | +6 | Rich Buss | 193 | PKG 100% | FLX | Prv | 2 |
| 82 | 81 | KP LLC , San Leandro, CA | \$62.30 | \$61.30 | +1 | Joe Atturio | 325 | SPEC 30% (Document automation, e-commerce services, labels, fulfillment, email, data security); DM 20%; COM 20%; FIN 10% | DCW; DCS; DWF; FLX; OFS; OFW; OFD | Prv | 7 |
| 83 | 69 | Primary Color , Cypress, CA | \$62.00 | \$69.80 | -11 | Dan Hirt | 315 | SPEC 50% (Large- and small-format digital, fabrication, installations); COM 15%; PREP 15%; PKG 10% | DCS; DWF; OFS; OFD | Prv | 2 |
| 84 | 91 | GLS/NEXT Precision Marketing , Brooklyn Park, MN | \$61.80 | \$58.16 | +6 | Gary L. Garner | 275 | COM 65%; DM 20%; SPEC 15% (Creative, IT services, distribution services, promotional products, media, search engine) | DCS; DWF; OFS; OFW | Prv | 3 |
| 85 | 84 | Diamond Packaging , Rochester, NY | \$61.58 | \$60.05 | +2 | Karla Fichter | 262 | PKG 100% | FLX; OFS | Prv | 2 |
| 86 | 78 | Meyers , Minneapolis | \$61.00 | \$62.00 | -2 | Mike Lane | 250 | SPEC 90% (Retail marketing solutions, labels and cards); PKG 10% | DCW; DCS; DWF; FLX; OFS; SCR | Prv | 1 |
| 86 | 109 | Lewisburg Printing , Lewisburg, TN | \$61.00 | \$47.00 | +29 | Thomas Hale Hawkins, IV | 150 | PKG 75%; COM 15%; SPEC 5% (Digital and flexo); PREP 5% | DCS; DWF; FLX; OFS | Prv | 5 |
| 86 | 99 | Omni Systems , Richmond Heights, OH | \$61.00 | \$54.20 | +13 | Adam DeFrancesco | 114 | PKG 100% | DCW; FLX | Prv | 1 |
| 89 | 85 | BCT , Fort Lauderdale, FL | \$60.23 | \$60.19 | — | Bruce Mars | 700 | COM 100% | DCS; DWF; LTR; OFS; OFD | Prv | 32 |
| 90 | 83 | Champion Industries , Huntington, WV | \$60.15 | \$60.15 | — | Marshall T. Reynolds | 320 | BKS 30%; BF 20%; CAT 20%; COM 20% | DCS; LTR; OFS; OFD | Prv | 7 |
| 91 | 85 | Worzalla , Stevens Point, WI | \$60.00 | \$60.00 | — | Jim Fetherston | 270 | BKS 100% | OFS; OFW | Emp | 1 |
| 91 | 78 | H.S. Crocker Co. , Huntley, IL | \$60.00 | \$62.00 | -3 | Ron Giordano | 161 | PKG 90%; PREP 5%; SPEC 5% | FLX; LTR | Emp | 2 |
| 91 | 76 | Southwest Offset Printing , Gardena, CA | \$60.00 | \$63.00 | -5 | Dutch Greve | 400 | PUB 40%; NEWS 40%; COM 20% | OFW | Prv | 2 |
| 94 | 90 | Inserts East , Pennsauken, NJ | \$59.00 | \$58.50 | +1 | Nicholas Maiale | 215 | INS 100% | OFW | Prv | 1 |
| 95 | 97 | IBS Direct , King of Prussia, PA | \$58.00 | \$55.00 | +5 | Ted Sherwin | 110 | DM 75%; SPEC 15% (Commercial heatset web with in-line finishing); INS 10% | OFW | Prv | 1 |
| 96 | 94 | Ward/Kraft Inc. , Fort Scott, KS | \$57.73 | \$56.63 | +2 | Roger Kraft | 350 | N/A | N/A | Prv | 3 |
| 97 | 92 | Mod-Pac Corp. , Buffalo, NY | \$57.00 | \$58.00 | -2 | Daniel Keane | 340 | PKG 100% | OFS | Prv | 1 |
| 97 | 97 | Colortree Group , Henrico, VA | \$57.00 | \$55.00 | +4 | Pat Patterson | 255 | DM 100% | FLX; OFS; OFW | Prv | 1 |
| 99 | 101 | Versa Press , E. Peoria, IL | \$56.18 | \$53.81 | +4 | Steven J. Kennell | 215 | BKS 100% | DCS; OFS | Prv | 1 |
| 100 | — | Ferrari Color , Salt Lake City | \$55.00 | \$50.78 | +8 | Marty McGhie | 140 | SPEC 100% (Wide-format) | DCS; DWF | Prv | 2 |
| 101 | 100 | Grandville Printing , Grandville, MI | \$53.00 | \$54.00 | -1 | Jeffrey C. Brewer | 300 | INS 70%; SPEC 25% (Digital printing); COM 6% | DCW; DCS; DWF; OFS; OFW; OFD | Prv | 1 |
| 102 | 110 | AWT Labels and Packaging , Minneapolis | \$51.97 | \$46.63 | +11 | Jim Lundquist | 193 | SPEC 100% (Labels and flexible packaging) | DCW; FLX | Prv | 2 |
| 103 | 104 | I.D. Images , Brunswick, OH | \$51.12 | \$50.16 | +2 | Brian Gale | 200 | PKG 95%; BF 5% | DCW; DCS; FLX; OFS; OFW | Prv | 7 |
| 104 | 102 | Stouse LLC , New Century, KS | \$50.87 | \$51.91 | -2 | Bruce Reed | 379 | SPEC 100% (Decals, magnets, signs, roll labels, plastic products) | DCW; DCS; DWF; FLX; SCR | Prv | 1 |

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400

| '18 | '17 | Company | Total Sales (Millions) | Previous Year's (Millions) | Change (%) | Principal Officer | Employees | Primary Specialties | Printing Processes/Capabilities | Ownership | Plants |
|-----|-----|---|------------------------|----------------------------|------------|---------------------------------|-----------|---|-----------------------------------|-----------|--------|
| 105 | 96 | Gill Studios , Lenexa, KS | \$50.51 | \$55.86 | -10 | Mark Gilman | 400 | SPEC 100% (Labels, tags, decals, promotional products) | DCS; DWF; FLX; OFS; SCR | Prv | 1 |
| 106 | 105 | Hatteras , Tinton Falls, NJ | \$50.00 | \$50.00 | — | Bill Duerr | 250 | COM 85%; DM 15% | DCS; DWF; OFS | Prv | 2 |
| 107 | 107 | Lane Press , South Burlington, VT | \$49.70 | \$48.60 | +2 | Philip M. Drumheller | 210 | PUB 100% | OFW | Prv | 1 |
| 108 | 106 | The John Roberts Co. , Minneapolis | \$49.00 | \$49.00 | — | Michael R. Keene | 240 | COM 40%; DM 30%; INS 20%; CAT 10% | DCS; OFS; OFW | Prv | 1 |
| 109 | 111 | Ripon Printers , Ripon, WI | \$48.50 | \$46.50 | +4 | H. Andersen Lyke | 300 | COM 40%; CAT 25%; PUB 20%; DIR 10% | DCS; OFS; OFW | Prv | 1 |
| 110 | — | Journal Graphics , Portland, OR | \$48.30 | \$46.70 | +3 | Dianne Bullas | 165 | PUB 85%; CAT 10%; INS 5% | OFW | Prv | 1 |
| 111 | 154 | Mercury Print Productions , Rochester, NY | \$45.00 | \$34.00 | +32 | John Place | 220 | BKS 60%; COM 30%; DM 10% | DCW; DCS; DWF; OFS; OFD | Prv | 1 |
| 111 | 113 | Freepress Press , New Philadelphia, OH | \$45.00 | \$44.00 | +2 | David G. Pilcher | 180 | PUB 60%; CAT 30%; DM 10% | OFS; OFW | Prv | 2 |
| 113 | 108 | The YGS Group , York, PA | \$43.78 | \$47.73 | -8 | Jim Kell | 206 | PUB 45%; SPEC 20% (Marketing services); CAT 15%; DM 10% | DCS; DWF; LTR; OFS; OFD | Prv | 2 |
| 114 | 126 | K1 Packaging Group , City of Industry, CA | \$42.00 | \$38.50 | +9 | Mike Tsai | 125 | PKG 100% | DCW; FLX; OFS; SCR | Prv | 2 |
| 114 | 113 | TI Group , Toronto | \$42.00 | \$42.00 | — | Peter Spring | 200 | SPEC 65% (P-O-S graphics, creative and photo related services); COM 20%; DM 8%; PREP 7% | DCS; DWF; LTR; OFS; OFD | Prv | 1 |
| 114 | 112 | Darwill , Hillside, IL | \$42.00 | \$44.90 | -6 | Troy VanDyke Brandon VanDyke | 179 | DM 75%; S/T 12%; COM 10%; BKS 3% | DCW; DCS; OFS; OFD | Prv | 2 |
| 117 | 142 | ANRO Inc. , West Chester, PA | \$41.40 | \$35.10 | +18 | James A. Spinelli Jr. | 140 | COM 30%; DM 25%; SPEC 20% (Wide-format and Web services); CAT 10% | DCW; DCS; DWF; LTR; OFS; OFD | Prv | 1 |
| 118 | 118 | Repacorp Label Products , Tipp City, OH | \$41.04 | \$40.45 | +1 | Rick M. Heintl | 185 | SPEC 98% (Labels); PKG 2% | DCW; DCS; DWF; FLX; SCR | Prv | 3 |
| 119 | 115 | DS Graphics , Lowell, MA | \$40.78 | \$43.14 | -5 | Jeffrey Pallis | 205 | DM 20%; COM 20%; SPEC 15% (Mailing and fulfillment); CAT 15% | DCW; DCS; DWF; OFS | Prv | 1 |
| 120 | 126 | Geographics Inc. , Atlanta | \$40.50 | \$38.50 | +5 | Norvin C. Hagan | 150 | COM 40%; CAT 25%; INS 15%; DM 10% | DCS; OFS; OFW; OFD | Prv | 1 |
| 121 | 120 | FCL Graphics , Harwood Heights, IL | \$40.00 | \$40.00 | — | Lou Tazioli | 200 | INS 25%; DM 20%; COM 20%; CAT 15% | DCW; DCS; OFS; OFW; OFD | Prv | 1 |
| 121 | 117 | Quantum Group , Morton Grove, IL | \$40.00 | \$40.49 | — | Cheryl Kahanec | 175 | DM 40%; COM 40%; S/T 15%; FIN 5% | DCW; DCS; OFS | Prv | 3 |
| 121 | 120 | Colonial Press International , Miami | \$40.00 | \$40.00 | — | Jose Gomez Jorge Gomez | 200 | CAT 35%; DM 35%; COM 15%; PUB 10% | DCS; OFS; OFW | Prv | 1 |
| 121 | — | Image Options , Foothill Ranch, CA | \$40.00 | \$23.00 | +73 | Brian Hite | 150 | SPEC 98% (Large- and grand-format digital, soft signage, textiles and fabrication); PREP 2% | DWF | Prv | 2 |
| 125 | 119 | Forum Communications Printing , Detroit Lakes, MN Div., Forum Communications, Fargo, ND | \$39.92 | \$40.04 | — | Dennis Hall | 291 | NEWS 36%; PUB 20%; COM 11%; DIR 10% | DCS; OFS; OFW | Prv | 5 |
| 126 | 147 | Mosaic , Cheverly, MD | \$39.80 | \$33.10 | +20 | Brendan Connors | 205 | COM 45%; DM 25%; SPEC 20%; BKS 10% | DCS; DWF; OFS; OFD | Prv | 3 |
| 127 | 123 | New Jersey Business Forms/Info-Seal/Hampshire Label , Englewood, NJ | \$39.63 | \$39.41 | — | David Harnett | 145 | SPEC 40% (Pressure seal, labels - digital and flexo, integrated labels and cards, jumbo rolls); BF 16%; FIN 15%; DM 14% | DCW; DCS; FLX; OFS; OFW; OFD | Prv | 2 |
| 128 | 122 | Bolger Vision Beyond Print , Minneapolis | \$39.50 | \$36.80 | +7 | djk Bolger | 200 | COM 30%; DM 20%; CAT 10%; SPEC 10% | DCS; DWF; OFS | Prv | 2 |
| 129 | 137 | Cathedral Corp. , Rome, NY | \$39.30 | \$35.80 | +10 | Marianne Gaige | 280 | S/T 60%; DM 40% | DCW; DCS; DWF; LTR | Prv | 4 |
| 130 | 141 | Prisma Graphic , Phoenix | \$39.10 | \$35.20 | +11 | Robert Anderson | 229 | SPEC 25% (Digital); DM 25%; COM 25%; PKG 10% | DCS; DWF; OFS; OFW; OFD | Prv | 1 |
| 131 | 132 | J.S. McCarthy Printers , Augusta, ME | \$38.70 | \$37.30 | +4 | Jonathan Tardiff | 230 | COM 65%; PKG 20%; INS 10%; PREP 5% | DCS; DWF; OFS | Prv | 1 |
| 132 | 128 | Knepper Press , Clinton, PA | \$38.50 | \$38.30 | — | William J. Knepper | 195 | COM 50%; CAT 15%; DM 15%; PUB 15% | DCS; OFS; OFW | Prv | 1 |
| 133 | 154 | Bradford & Bigelow , Newburyport, MA | \$38.20 | \$32.00 | +19 | John Galligan | 150 | BKS 60%; DIR 20%; COM 10%; FIN 10% | DCW; DCS; OFS; OFW; OFD | Prv | 1 |
| 134 | 130 | Dome , McClellan Park, CA | \$38.10 | \$38.10 | — | Tim Poole | 200 | SPEC 35% (Fulfillment, warehouse management, large-format screen and digital printing, small-format digital printing); COM 15%; DM 10%; PKG 10% | DCS; DWF; OFS; OFW; OFD | Prv | 1 |
| 135 | 140 | Angstrom Graphics , Cleveland | \$38.06 | \$35.40 | +8 | Wayne Angstrom | 220 | COM 45%; DM 20%; INS 16%; CAT 10% | DCW; DCS; OFS; OFW | Prv | 2 |
| 136 | 131 | Weldon, Williams & Lick , Ft. Smith, AR | \$38.00 | \$38.00 | — | Jim Walcott | 270 | SPEC 100% | DCW; DCS; FLX; LTR; OFS; OFD; SCR | Prv | 1 |
| 137 | 133 | KDM Enterprises , Carpentersville, IL | \$37.99 | \$36.50 | +3 | Larry Newman | 110 | BF 96%; SPEC 6% (Label products) | FLX; OFW | Emp | 3 |
| 138 | 128 | Adplex , Houston | \$37.90 | \$38.30 | — | Edward Raine | 150 | INS 92%; PREP 7%; SPEC 1% (Technology services) | OFW | Prv | 1 |
| 139 | 150 | ColorDynamics , Allen, TX | \$37.80 | \$32.50 | +16 | Matt Coltharp | 170 | DM 40%; COM 30%; CAT 15%; SPEC 15% (Retail signage and graphics) | DCS; DWF; OFS; OFW | Prv | 1 |
| 140 | 125 | Suttle-Straus Inc. , Waunakee, WI | \$37.47 | \$39.01 | -3 | Ted Straus | 190 | DM 40%; COM 20%; SPEC 15% (Grand-format imaging); S/T 10% | DCS; DWF; OFS; OFW; OFD | Prv | 1 |

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400

| '18 | '17 | Company | Total Sales (Millions) | Previous Year's (Millions) | Change (%) | Principal Officer | Employees | Primary Specialties | Printing Processes/Capabilities | Ownership | Plants |
|-----|-----|--|------------------------|----------------------------|------------|--------------------------------|-----------|---|---------------------------------|-----------|--------|
| 141 | 124 | Communicorp Inc. , Columbus, GA | \$37.32 | \$39.01 | -4 | Eric Seldon | 176 | COM 66%; DM 13%; BKS 11%; PREP 5% | DCW; DCS; DWF; OFS; OFW | Prv | 1 |
| 142 | — | LCP , Waukegan, IL | \$37.10 | \$36.40 | +1 | Thomas Johnson | 170 | COM 45%; SPEC 25% (grand-format, fulfillment, storage and mailing); DM 20%; PREP 10% | DCS; DWF; LTR; OFS | Prv | 2 |
| 143 | — | Fuse LLC , Berkeley, IL | \$36.35 | \$41.07 | -11 | Scott Voris | 150 | SPEC 40% (Plastic/UV); COM 35%; PREP 15%; DM 10% | DCS; DWF; OFS | Prv | 1 |
| 144 | 134 | DirectMail.com , Prince Frederick, MD | \$36.09 | \$36.28 | — | Robert Salta | 274 | DM 100% | DCW; DCS; DWF; OFS; OFW | Prv | 3 |
| 145 | 154 | TPC Printing & Packaging , Chattanooga, TN | \$35.00 | \$32.00 | +9 | Joseph A. Schmissrauter | 160 | PKG 100% | DCS; FLX; OFS; SCR | Prv | 1 |
| 145 | 143 | The Maple Press Co. , York, PA | \$35.00 | \$35.00 | — | James Wisotzkey | 335 | BKS 100% | DCS; OFS; OFW | Prv | 1 |
| 147 | 153 | Continental Web Press , Itasca, IL | \$34.90 | \$32.10 | +9 | Diane K. Field | 250 | CAT 85%; DM 15% | DCS; OFW | Prv | 1 |
| 148 | 135 | King Printing , Lowell, MA | \$34.00 | \$36.00 | -5 | Adi Chinai | 100 | BKS 98%; PUB 2% | DCW | Prv | 1 |
| 149 | 163 | Drummond Press , Jacksonville, FL | \$33.66 | \$30.32 | +11 | John Falconetti | 115 | COM 55%; DM 20%; CAT 5%; FIN 5% | DCS; DWF; OFS; OFW | Prv | 2 |
| 150 | 160 | Baesian Group , Hilliard, OH | \$33.00 | \$31.00 | +6 | Rod Baesian | 140 | SPEC 40% (Retail P-O-P); DM 40%; COM 20% | DCS; DWF; OFS; OFD | Prv | 3 |
| 150 | 149 | Master Graphics , Rochelle, IL | \$33.00 | \$32.60 | +1 | Kenneth Love | 108 | DM 35%; INS 30%; COM 20%; FIN 10% | DCS; OFW | Prv | 2 |
| 150 | 146 | Compu-Mail/Dual Print and Mail , Grand Island, NY | \$33.00 | \$33.50 | -1 | Michael Vitth | 204 | DM 40%; COM 20%; PUB 15%; BKS 15% | DCW; DCS; DWF; OFS; OFW; OFD | Prv | 2 |
| 153 | 148 | Hudson Printing , Salt Lake City | \$32.80 | \$32.80 | — | Paul Hudson | 165 | CAT 40%; COM 20%; PUB 20%; DM 10% | DCW; DCS; OFW | Prv | 1 |
| 154 | 162 | C.J. Graphics (A member of C.J. Group of Cos.) , Mississauga, Ontario | \$32.40 | \$30.35 | +7 | Jay Mandarino | 240 | CAT 25%; INS 16%; PKG 11%; DM 10% | DCS; DWF; LTR; OFS; OFD; SCR | Prv | 1 |
| 155 | 173 | Tidewater Direct , Centerville, MD | \$32.30 | \$28.60 | +12 | Ken Boone | 220 | DM 80%; PKG 10%; INS 10% | DCW; OFW; OFD | Prv | 3 |
| 156 | 158 | Modern Litho , Jefferson City, MO | \$32.28 | \$31.78 | +2 | D. Moore, D. Porter, G. Meeker | 209 | PUB 50%; COM 30%; DM 10%; CAT 7% | DCS; DWF; OFS | Prv | 4 |
| 157 | 150 | Ironmark , Annapolis Junction, MD | \$32.00 | \$32.50 | -2 | Jeff Ostenso | 140 | COM 40%; BKS 30%; SPEC 15% (Promotional products, creative services, digital marketing); DM 10% | DCW; DCS; DWF; OFS; OFW | Prv | 1 |
| 158 | 145 | Midstates Inc. Print & Media Solutions , Aberdeen, SD | \$31.07 | \$33.52 | -7 | Matt Feickert | 250 | DM 60%; COM 15%; CAT 15%; PUB 10% | DCS; DWF; LTR; OFS; OFW | Prv | 1 |
| 159 | 164 | Southeastern , Stuart, FL | \$31.00 | \$30.30 | +2 | Don Mader | 184 | COM 80%; PREP 16%; DM 4% | DCS; DWF; OFS | Prv | 2 |
| 160 | 164 | ABS Graphics , Itasca, IL | \$30.45 | \$30.30 | — | Russ Babka | 150 | SPEC 50% (Fulfillment, P-O-P, digital printing, signage, large-format); DM 30%; COM 15%; PKG 5% | DCS; DWF; OFS; SCR | Prv | 1 |
| 161 | 157 | The Dot Corp. , Irvine, CA | \$30.35 | \$31.83 | -5 | Bruce M. Carson | 175 | COM 50%; DM 15%; INS 10%; CAT 10% | DCS; DWF; OFS; OFW | Prv | 3 |
| 162 | — | APS Marketing Group , Brooklyn, NY | \$30.00 | — | — | Isaac Braun | 60 | COM 50%; PUB 15%; BF 15%; CAT 15% | N/A | Prv | 1 |
| 162 | 167 | Star Web Printing , Ekobicoke, Ontario | \$30.00 | \$30.00 | — | Gulam Jaffer | 150 | INS 40%; COM 20%; BKS 20%; DM 10% | DCS; DWF; LTR; OFS; OFW | Prv | 1 |
| 162 | 179 | AMP Printing , Dublin, CA | \$30.00 | \$27.80 | +8 | Kathy Main | 125 | COM 50%; PKG 20%; CAT 10%; DM 10% | DCS; DWF; LTR; OFS; OFD | Prv | 1 |
| 165 | 138 | Nieman Printing , Dallas | \$29.90 | \$35.70 | -16 | Joanie Nieman | 172 | DM 36%; PUB 20%; BF 18%; CAT 12% | DCW; DCS; DWF; LTR; OFS; OFW | Prv | 1 |
| 166 | 182 | Smith Edwards Dunlap , Philadelphia | \$29.50 | \$27.50 | +7 | Jonathan Shapiro | 90 | COM 70%; FIN 10%; DM 10%; PREP 5% | DCS; OFS | Prv | 1 |
| 167 | 166 | Rand Graphics , Wichita, KS | \$29.30 | \$30.28 | -3 | Randy Vautravers | 150 | SPEC 50% (Large-format, digital, screen, P-O-P); COM 50% | DCS; DWF; OFS; OFD; SCR | Prv | 2 |
| 168 | 175 | Hemlock Printers , Burnaby, British Columbia | \$29.20 | \$28.20 | +4 | Richard Kouwenhoven | 185 | COM 65%; FIN 15%; PUB 10%; BKS 10% | DCS; DWF; OFS | Prv | 1 |
| 169 | 189 | Worth Higgins & Associates , Richmond, VA | \$29.10 | \$25.80 | +13 | Rick LaReau | 177 | COM 100% | DCS; DWF; LTR; OFS | Emp | 2 |
| 170 | 185 | CP Direct , Lanham, MD | \$28.34 | \$26.61 | +6 | Matt Trotta | 110 | DM 100% | OFS; OFW | Prv | 1 |
| 171 | 187 | EP Graphics , Berne, IN Div., Dynamic Resource Group, Berne, IN | \$28.20 | \$26.20 | +7 | Tyler N. Kitt | 125 | PUB 63%; CAT 32%; BKS 3%; SPEC 2% (Fulfillment) | DCW; OFW | Prv | 1 |
| 172 | 171 | Huston Patterson , Decatur, IL | \$28.00 | \$29.00 | -3 | Thomas W. Kowa | 85 | PKG 98%; SPEC 1%; BKS 1% | DCS; OFS | Prv | 2 |
| 172 | 188 | Thomson-Shore , Dexter, MI | \$28.00 | \$26.00 | +7 | Kevin Spall | 162 | BKS 98%; SPEC 2% (Publishing and distribution, e-books) | DCS; OFS; OFW | Emp | 1 |
| 172 | 167 | Shapco Printing , Golden Valley, MN | \$28.00 | \$30.00 | -6 | Joel Shapiro | 120 | COM 40%; PKG 15%; CAT 15%; DM 15% | DCS; DWF; OFS; OFD | Prv | 1 |
| 172 | 177 | Metropolitan Fine Printers , Vancouver, British Columbia | \$28.00 | \$28.00 | — | Nikos Kallas | 120 | BKS 20%; CAT 20%; DM 20%; COM 15% | DCS; DWF; OFS; OFD | Prv | 2 |

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400

| '18 | '17 | Company | Total Sales (Millions) | Previous Year's (Millions) | Change (%) | Principal Officer | Employees | Primary Specialties | Printing Processes/Capabilities | Ownership | Plants |
|-----|-----|---|------------------------|----------------------------|------------|----------------------|-----------|---|---------------------------------|-----------|--------|
| 176 | 191 | Gilson Graphics , Grand Rapids, MI | \$27.50 | \$25.74 | +7 | David L. Gilson | 160 | SPEC 55% (Design, fulfillment, composition, large-format); COM 10%; CAT 10%; DM 5% | DCW; DCS; DWF; OFS | Prv | 3 |
| 177 | 214 | Mossberg & Co. , South Bend, IN | \$27.30 | \$22.30 | +22 | James W. Hillman | 140 | COM 50%; SPEC 15% (Marketing services/fulfillment); PKG 15%; CAT 10% | DCW; DCS; FLX; LTR; OFS | Prv | 2 |
| 178 | 161 | Boutwell Owens & Co. , Fitchburg, MA | \$27.10 | \$30.80 | -12 | Ward W. McLaughlin | 185 | PKG 95%; COM 5% | DCS; FLX; OFS | Prv | 2 |
| 179 | 219 | Westamerica Communications , Lake Forest, CA | \$26.70 | \$21.60 | +24 | Doug Grant | 100 | COM 60%; DM 30%; PKG 10% | DCS; DWF; LTR; OFS | Prv | 1 |
| 180 | 240 | Sterling Digital Print , Hauppauge, NY | \$26.60 | \$18.60 | +43 | Ed McAllister | 94 | FIN 40%; BKS 20%; DM 10%; COM 10% | DCW; DCS; OFS; OFW | Prv | 1 |
| 180 | 170 | Peczuh Printing , Price, UT | \$26.60 | \$29.60 | -10 | Frank Peczuh Jr. | 140 | COM 80%; PKG 20% | DCS; DWF; FLX; OFS | Prv | 4 |
| 182 | 184 | Zenger Group , Tonawanda, NY | \$26.22 | \$26.69 | -1 | Stephen R. Zenger | 121 | DM 68%; COM 12%; S/T 5%; PKG 5% | DCS; DWF; LTR; OFS; OFD | Prv | 3 |
| 183 | 208 | Salem One , Winston-Salem, NC | \$26.21 | \$23.18 | +13 | Phil Kelley Jr. | 128 | DM 38%; PKG 30%; COM 15%; FIN 10% | DCW; DCS; FLX; LTR; OFS | Prv | 2 |
| 184 | 210 | Paragraph Inc. , Montreal | \$26.10 | \$23.00 | +13 | Martine Lepine | 200 | COM 60%; PKG 15%; PREP 10%; CAT 5% | DCS; DWF; OFS | Prv | 2 |
| 185 | 203 | The Allied Group , Cranston, RI | \$26.07 | \$23.20 | +12 | Bob Clement | 150 | N/A | DCW; DCS; DWF; OFS; OFW; OFD | Prv | 3 |
| 186 | 201 | DATAMATX Inc. , Atlanta | \$26.00 | \$24.00 | +8 | Harry Stephens | 135 | S/T 90%; INS 10% | DCS | Prv | 3 |
| 186 | 185 | Phase 3 Marketing and Communications , Atlanta | \$26.00 | \$26.00 | — | Ken Holsclaw | 240 | SPEC 100% (P-O-P, marketing collateral) | DCS; DWF; OFS; OFD | Prv | 3 |
| 186 | 192 | Premier Press , Portland, OR | \$26.00 | \$25.00 | +4 | Juli Cordill | 150 | SPEC 30% (Branded environments/large-format/retail rollouts, custom packaging); COM 20%; DM 15%; PREP 15% | DCS; DWF; LTR; OFS; OFD | Prv | 1 |
| 189 | 197 | Heeter , Canonsburg, PA | \$25.50 | \$24.75 | +3 | Scott Heeter | 100 | DM 40%; COM 40%; PKG 10%; SPEC 10% | DCW; DCS; DWF; OFS; OFD | Prv | 2 |
| 189 | 180 | The Flesh Co. , Fenton, MO | \$25.50 | \$27.75 | -8 | Bob Berardino | 150 | BF 78%; SPEC 22% (Labels) | DCS; FLX; OFS; OFW | Prv | 1 |
| 191 | 190 | Grafika Commercial Printing , Sinking Spring, PA | \$25.18 | \$25.77 | -2 | Bernard J. Elzer III | 101 | SPEC 65% (Tags, labels and wall decals); PKG 20%; COM 15% | DCW; DCS; FLX; OFS; SCR | Prv | 1 |
| 192 | 210 | Johnson & Quin , Niles, IL | \$25.00 | \$23.00 | +8 | David R. Henkel | 100 | DM 91%; BF 9% | DCW; DCS; OFW | Prv | 1 |
| 192 | 192 | McNaughton & Gunn , Saline, MI | \$25.00 | \$25.00 | — | Julie McFarland | 155 | BKS 100% | DCS; OFS; OFW | Prv | 1 |
| 192 | — | HardingPoorman , Indianapolis | \$25.00 | \$25.00 | — | David Harding | 121 | COM 50%; SPEC 20% (Wide-format, fulfillment); DM 10%; INS 10% | DCS; DWF; OFS | Prv | 1 |
| 192 | — | D'Andrea Visual Communications , Cypress, CA | \$25.00 | \$23.00 | +8 | David D'Andrea | 100 | SPEC 65% (Grand-format, custom fabrication, installations); PKG 15%; CAT 10%; PREP 5% | DCS; DWF; OFS | Prv | 1 |
| 196 | 176 | Midway Press , Dallas | \$24.75 | \$28.08 | -11 | T. Cass Andrews | 125 | PUB 60%; NEWS 35%; BKS 5% | OFW | Prv | 1 |
| 197 | 174 | Allen Press , Lawrence, KS | \$24.70 | \$28.35 | -13 | Randy Radosevich | 201 | PUB 45%; COM 20%; CAT 15%; DM 10% | DCS; OFS; OFW | Prv | 1 |
| 198 | — | Alcom Printing Group , Harleysville, PA | \$24.50 | \$23.50 | +4 | William Kuplen | 160 | COM 65%; FIN 20%; DM 5%; CAT 5% | DCS; DWF; OFS; OFW | Prv | 2 |
| 198 | 200 | Impress Communications , Chatsworth, CA | \$24.50 | \$24.20 | +1 | Paul Marino | 95 | PKG 60%; COM 20%; CAT 10%; SPEC 5% (Digital) | DCS; OFS; OFD | Prv | 1 |
| 198 | 198 | Advanced Image Direct , Fullerton, CA | \$24.50 | \$24.50 | — | Ty McMillin | 145 | DM 100% | DCW; DCS; FLX; OFW; OFD | Prv | 1 |
| 198 | 201 | Impact , Minneapolis | \$24.50 | \$24.00 | +2 | Tim Johnson | 190 | DM 75%; S/T 25% | DCW; DCS | Prv | 2 |
| 202 | 225 | Crossmark Graphics , New Berlin, WI | \$24.00 | \$20.00 | +20 | Tammy Rechner | 55 | COM 100% | DCS; DWF; OFS | Prv | 1 |
| 202 | 192 | The Label Printers , Aurora, IL | \$24.00 | \$25.00 | -4 | William J. Kane | 60 | SPEC 95% (Labels and tags); PKG 5% | DCW; DCS; FLX | Prv | 2 |
| 204 | 181 | V.G. Reed & Sons , Louisville, KY | \$23.51 | \$27.60 | -15 | Robert Reed Sr. | 106 | COM 50%; FIN 30%; DIR 20% | DCW; DCS; LTR; OFS; OFW | Prv | 1 |
| 205 | — | Label Works , North Mankato, MN | \$23.50 | — | — | Troy Barnes | N/A | PKG 100% | N/A | N/A | N/A |
| 206 | 209 | Robin Enterprises , Westerville, OH | \$23.21 | \$23.04 | +1 | Brad Hance | 140 | COM 100% | DCS; LTR; OFS | Prv | 1 |
| 207 | 203 | Direct Technologies , Suwanee, GA | \$23.10 | \$23.90 | -3 | Brett Coltman | 120 | DM 80%; FIN 20% | DCW; DCS | Prv | 2 |
| 208 | 192 | HBP Inc. , Hagerstown, MD | \$23.00 | \$25.00 | -8 | John Snyder | 150 | COM 21%; BKS 18%; SPEC 17% (Wide-format, design, fulfillment, e-commerce); DM 15% | DCS; DWF; OFS | Prv | 2 |
| 208 | 210 | Spectra Print , Stevens Point, WI | \$23.00 | \$23.00 | — | Eric Hofmeister | 130 | COM 100% | DCW; DCS; DWF; OFS; OFW | Prv | 1 |
| 208 | 216 | Bookmasters , Ashland, OH | \$23.00 | \$22.00 | +5 | Ken Fultz | 165 | BKS 55%; SPEC 45% (Distribution services) | DCW; DCS; DWF; OFS; OFW | Prv | 1 |

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400

| '18 | '17 | Company | Total Sales (Millions) | Previous Year's (Millions) | Change (%) | Principal Officer | Employees | Primary Specialties | Printing Processes/Capabilities | Ownership | Plants |
|-----|-----|---|------------------------|----------------------------|------------|---------------------------------------|-----------|---|---------------------------------|-----------|--------|
| 208 | 225 | DMM Inc. , Scarborough, ME | \$23.00 | \$20.00 | +15 | John Cloutier | 148 | S/T 80%; SPEC 10% (Fulfillment distribution); DM 10% | DCW; DCS; GRV | Prv | 2 |
| 212 | 215 | Linemark Printing , Upper Marlboro, MD | \$22.90 | \$22.20 | +3 | Steve Bearden | 100 | BKS 55%; DM 25%; COM 20%; PUB 5% | DCW; DCS; DWF; LTR; OFS | Prv | 1 |
| 213 | 205 | HM Graphics , Milwaukee | \$22.00 | \$22.00 | — | James Sandstrom | 120 | DM 35%; SPEC 15% (Grand-format); PKG 15%; COM 10% | DCS; DWF; OFS; OFD | Prv | 1 |
| 213 | 216 | Tailored Label Products , Menomonee Falls, WI | \$22.00 | \$19.00 | +10 | Jeff Kerlin | 104 | SPEC 100% | DCW; DCS; DWF; FLX; OFD | Prv | 2 |
| 215 | 252 | Stolze , Bridgeton, MO | \$21.78 | \$17.00 | +28 | Phillip D. Stolze | 80 | DM 75%; COM 25% | DCS; OFS | Prv | 1 |
| 216 | 222 | Litho Press , Indianapolis | \$21.33 | \$20.57 | +4 | Bernie John Lacy | 45 | PKG 90%; COM 10% | DWF; OFS | Prv | 1 |
| 217 | 223 | Acme Press d/b/a Calitho , Concord, CA | \$21.30 | \$20.40 | +4 | Mardjan Taheri | 115 | COM 38%; SPEC 23% (Wide-format displays); PKG 22%; DM 12% | DCS; DWF; LTR; OFS; OFD; SCR | Prv | 1 |
| 218 | 220 | DreamWorks Graphic Communications , Glenview, IL | \$21.25 | \$20.85 | +1 | Daniel A. Luka | 65 | COM 40%; PKG 20%; SPEC 15%; CAT 5% | DCS; OFS; OFD | Prv | 1 |
| 219 | 206 | Federal Direct , Little Falls, NJ | \$21.10 | \$23.20 | -9 | Angela Stubbs | 140 | BF 50%; DM 50% | DCS; OFW | Prv | 2 |
| 220 | 225 | Vivid Impact , Louisville, KY | \$21.00 | \$20.00 | +5 | Gregory Buchheit | 140 | COM 50%; SPEC 25% (Signage and displays); PKG 25% | DCS; DWF; OFS | Prv | 1 |
| 221 | 234 | TLF Graphics , Rochester, NY | \$20.78 | \$19.80 | +4 | Robert McJury | 120 | SPEC 100% (Tags and labels) | DCW; DCS; DWF; FLX; SCR | Prv | 2 |
| 222 | 232 | Think Patented , Miamisburg, OH | \$20.10 | \$19.90 | +1 | Kenneth O. McNerney, Niels M. Winther | 130 | COM 32%; SPEC 26%; DM 15%; PKG 8% | DCS; DWF; OFS; OFD | Prv | 1 |
| 223 | 225 | Turso Cos. , St. Paul, MN | \$20.00 | \$20.00 | — | Michelle Rencher | 85 | PKG 45%; SPEC 35% (Expanded content labels and standard P-S labels); INS 20% | DCW; FLX; OFS | Prv | 2 |
| 223 | 364 | Graphic Village , Cincinnati | \$20.00 | \$9.50 | +110 | Eric Kahn | 145 | COM 70%; DM 20%; PKG 10% | DCS; DWF; OFS | Prv | 1 |
| 223 | 252 | Blanks Printing and Digital Solutions , Dallas | \$20.00 | \$17.00 | +18 | Leron Blanks | 75 | COM 80%; PKG 5%; CAT 5%; SPEC 5% | DCS; DWF; OFS | Prv | 1 |
| 223 | — | Southern California Graphics , Culver City, CA | \$20.00 | \$20.00 | — | Tim Toomey | 80 | COM 64%; PREP 15%; PKG 11%; DM 10% | DCS; DWF; OFS | Prv | 1 |
| 223 | 302 | The Printing Source , St. Louis | \$20.00 | \$12.00 | +66 | David Wiseman | 85 | COM 75%; PKG 13%; DM 5%; BKS 5% | DCS; OFS | Prv | 4 |
| 228 | 233 | KM Media Group , Clifton, NJ | \$19.98 | \$19.85 | +1 | Richard Kirschenbaum | 92 | COM 80%; BF 10%; SPEC 5%; INS 5% | DCS; DWF; LTR; OFS; OFW | Prv | 1 |
| 229 | 237 | Graphic Visual Solutions , Greensboro, NC | \$19.84 | \$19.27 | +3 | Bryan Hall | 101 | COM 73%; PKG 27% | DCS; DWF; FLX; OFS | Emp | 1 |
| 230 | 252 | Marshall & Bruce Co. , Nashville, TN | \$19.30 | \$17.00 | +13 | Chip Smith | 65 | PKG 75%; COM 18%; CAT 5%; DM 2% | DCS; DWF; OFS | Prv | 1 |
| 231 | 251 | Tapecon Inc. , Buffalo, NY | \$19.28 | \$17.11 | +13 | Steven Davis | 109 | SPEC 95% (Medical devices, printed electronics, custom converting and fabrication); PKG 5% | DCW; DCS; DWF; FLX; LTR; SCR | Prv | 1 |
| 232 | 236 | Hopkins Printing , Columbus, OH | \$19.27 | \$19.42 | -1 | Jim Hopkins | 102 | COM 38%; SPEC 23%; DM 17%; PUB 11% | DCS; DWF; LTR; OFS | Emp | 1 |
| 233 | 241 | ID Label , Lake Villa, IL | \$19.25 | \$18.50 | +4 | Neil Johnston | 75 | SPEC 100% (Warehouse barcode labels) | DCW; FLX | Prv | 2 |
| 234 | 238 | Fisher Group , Cedar Rapids, IA | \$19.00 | \$18.99 | — | Martin C. Fisher | 104 | DM 58%; INS 13%; COM 10%; PUB 10% | OFW | Prv | 1 |
| 234 | 225 | Color Ink , Sussex, WI | \$19.00 | \$20.00 | -5 | Todd Meissner | 75 | COM 50%; SPEC 10%; DM 10%; PKG 10% | DCS; DWF; OFS | Prv | 1 |
| 234 | 225 | Design Distributors , Deer Park, NY | \$19.00 | \$20.00 | -5 | Adam Avrick | 85 | DM 100% | DCW; DCS; DWF; OFS; OFW | Prv | 3 |
| 237 | 245 | Visions Inc. , Brooklyn Park, MN | \$18.59 | \$18.12 | +2 | Jon Otto | 98 | COM 35%; DM 30%; INS 12%; SPEC 11% (Specialty products, design, creative services, wide-format) | DCS; DWF; OFS; OFD | Prv | 2 |
| 238 | 199 | Prestone Press , Long Island City, NY | \$18.42 | \$23.20 | -20 | Robert Adler | 85 | COM 90%; PREP 10% | DCS; DWF; OFS; OFD | Prv | 1 |
| 239 | 234 | Maggio Data Forms , Hauppauge, NY | \$18.40 | \$19.80 | -7 | Robert Maggio | 113 | BF 80%; SPEC 10% (Integrated cards and labels); DM 10% | DCW; DCS; OFW | Prv | 2 |
| 240 | 221 | Print NW , Tacoma, WA | \$18.10 | \$20.70 | -12 | Jeffery Beardemphl | 170 | COM 46%; SPEC 31% (Signage, corporate IDs, apparel); PKG 12%; DM 6% | DCS; DWF; OFS; OFD | Prv | 2 |
| 241 | 245 | Amidon Graphics , St. Paul, MN | \$18.00 | \$18.00 | — | Karen J. Amidon | 85 | DM 80%; SPEC 20% | DCS; OFW | Prv | 1 |
| 241 | 172 | L&D Mail Masters , New Albany, IN | \$18.00 | \$28.65 | -37 | Diane B. Fischer | 99 | DM 70%; COM 10%; FIN 10%; INS 10% | DCW; DCS; LTR; OFS; OFD | Prv | 1 |
| 241 | — | The Allen Co. , Blanchester, OH | \$18.00 | \$18.00 | — | Stan Dohan | N/A | SPEC 100% (Promotional, college and university, outdoor retail, housewares) | N/A | N/A | N/A |
| 241 | — | Clark and Riggs Printing , Louisville, KY | \$18.00 | \$15.00 | +20 | Robert R. Riggs | 76 | COM 30%; DM 25%; SPEC 20% (Wide-format); PKG 15% | DCS; DWF; LTR; OFS; OFD | Prv | 1 |
| 245 | 242 | METZGERS , Toledo, OH | \$17.60 | \$18.35 | -4 | Tom Metzger | 105 | COM 45%; SPEC 25% (Fulfillment, wide-format, e-services); DM 20%; PKG 5% | DCS; DWF; OFS; OFD | Prv | 1 |
| 246 | 261 | Techprint Inc. , Lawrence, MA | \$17.50 | \$16.50 | +6 | Paul J. Durant Jr. | 100 | SPEC 80% (Labels, graphic overlays, printed electronics); PKG 10%; COM 10% | DCW; DCS; FLX; SCR | Prv | 1 |

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400

| '18 | '17 | Company | Total Sales (Millions) | Previous Year's (Millions) | Change (%) | Principal Officer | Employees | Primary Specialties | Printing Processes/Capabilities | Ownership | Plants |
|-----|-----|---|------------------------|----------------------------|------------|-------------------------------------|-----------|--|-----------------------------------|-----------|--------|
| 246 | — | Vision Graphics, Denver | \$17.50 | \$13.10 | +33 | Mark Steputis | 94 | COM 35%; DM 30%; CAT 15%; FIN 10% | DCS; DWF; OFS | Prv | 1 |
| 246 | 261 | Lithocraft Co., Anaheim, CA | \$17.50 | \$16.50 | +6 | Bradley Thurman | 65 | COM 60%; CAT 15%; DM 13%; PKG 12% | DCS; OFS | Prv | 1 |
| 246 | 267 | All Color Printers, Deer Park, NY | \$17.50 | \$16.00 | +9 | William Bogue | N/A | COM 75%; PKG 15%; CAT 10% | DCS; OFS | Prv | 1 |
| 250 | 243 | Streamworks, Blaine, MN | \$17.40 | \$18.20 | -4 | Joe Kohn | 150 | DM 65%; SPEC 15% (Digital/integrated marketing); S/T 10%; COM 5% | DCS; DWF; OFS | Prv | 1 |
| 251 | — | Aspen Press and Packaging, Sandy, UT | \$17.20 | — | — | Scott Robbins | 105 | PKG 60%; COM 40% | DCS; OFS | Prv | 1 |
| 252 | 260 | Professional Printers, W. Columbia, SC | \$17.10 | \$16.80 | +2 | Jimmy Kohn | 101 | COM 55%; CAT 20%; DM 15%; SPEC 10% (Promo) | DCW; DWF; OFS; OFW; OFD | Prv | 2 |
| 252 | — | Carousel Checks, Palos Hills, IL | \$17.10 | \$14.00 | +22 | Andrew Crim | 100 | FIN 90%; BF 5%; SPEC 5% (Covers, stamps, misc.) | DCS | Prv | 1 |
| 254 | 267 | O'Neil Printing, Phoenix | \$17.00 | \$16.60 | +2 | Anthony B Narducci | 85 | COM 71%; SPEC 14% (Web-to-print orders); BKS 10%; DM 5% | DCS; DWF; OFS | Emp | 2 |
| 255 | 259 | Consolidated Press, Seattle Div., Washington Web, Seattle | \$16.98 | \$15.47 | +9 | Joe Atturio | 65 | PUB 40%; COM 20%; BKS 15%; CAT 10% | DCS; OFS; OFW | Prv | 2 |
| 256 | 266 | Imperial Communications, New Berlin, WI | \$16.80 | \$16.10 | +4 | Jason Stormowski | 74 | SPEC 40% (P-O-P); PKG 20%; PREP 10%; DM 10% | DCS; DWF; OFS | Prv | 3 |
| 257 | 275 | CE Printed Products, Carol Stream, IL | \$16.64 | \$15.53 | +3 | Robert Ohr | 86 | SPEC 100% (Envelopes, stationery) | DCS; FLX; OFS | Prv | 2 |
| 258 | 277 | Team Concept Printing & Thermography, Carol Stream, IL | \$16.61 | \$15.24 | +9 | Anthony Rouse | 52 | COM 59%; DM 12%; BKS 9%; CAT 6% | DCW; DCS; DWF; OFS; OFD | Prv | 1 |
| 259 | — | Slate Group, Lubbock, TX | \$16.59 | \$14.37 | +15 | Don Denny | N/A | CAT 50%; COM 25%; DM 15%; BKS 5% | DCS; DWF; LTR; OFS | Prv | 1 |
| 260 | 348 | CPCneutek (Includes parent company Neutekprint), Grand Junction, CO | \$16.05 | \$10.62 | +51 | Michael Antonucci | 87 | PKG 25%; CAT 25%; COM 20%; SPEC 10% | DCS; DWF; FLX; OFS; OFD | Prv | 1 |
| 261 | 280 | Mele Printing, Covington, LA | \$16.00 | \$15.00 | +7 | Mallery Mele | 105 | COM 40%; DM 20%; BF 10%; CAT 10% | DCS; DWF; OFS | Prv | 1 |
| 261 | 272 | Brilliant Graphics, Exton, PA | \$16.00 | \$15.76 | +1 | Bob Tursack | 78 | COM 40%; BKS 30%; CAT 25%; DM 5% | DCS; DWF; LTR; OFS; OFD | Prv | 1 |
| 263 | — | Alexander's Print Advantage, Lindon, UT | \$15.93 | \$13.51 | +17 | Jeff Alexander | 100 | BKS 50%; COM 30%; DM 10%; INS 10% | DCS; DWF | Prv | 1 |
| 264 | 290 | Alliance Printing, Houston | \$15.86 | \$14.33 | +10 | Jeff Birmingham | 70 | SPEC 40% (40% Labels - flexographic and digital); COM 40%; CAT 20% | DCW; DCS; FLX; OFS; OFD | Prv | 2 |
| 265 | 294 | Bennett Graphics, Tucker, GA | \$15.80 | \$14.10 | +12 | David W. Bennett | 62 | COM 100% | DCS; DWF; OFW | Prv | 1 |
| 266 | 248 | Neyenesch Printers, San Diego | \$15.79 | \$17.76 | -11 | Cliff Neyenesch, Carol A. Bentley | 73 | COM 100% | DCS; LTR; OFS | Prv | 1 |
| 267 | 293 | PDF Print Communications, Signal Hill, CA | \$15.43 | \$14.25 | +8 | Kevin Mullaney | 80 | BF 80%; COM 10%; SPEC 5% (Envelopes, folders, stationery); BKS 5% | DCS; LTR; OFS; OFW; OFD | Prv | 4 |
| 268 | 303 | Data Papers, Muncy, PA | \$15.11 | \$13.65 | +11 | Jerry Wertz | 64 | BF 36%; FIN 21%; DM 17%; COM 12% | DCW; DCS; DWF; OFW | Prv | 1 |
| 269 | 279 | Pro Document Solutions, Paso Robles, CA | \$15.03 | \$15.02 | — | George Phillips | 52 | BF 70%; SPEC 15% (Security documents); COM 5%; S/T 5% | DCW; DCS; OFS; OFW | Prv | 2 |
| 270 | 252 | CJK: Print Possibilities (The C.J. Krehbiel Co.), Cincinnati | \$15.00 | \$17.00 | -12 | Robert C. Krehbiel III, Tim Ruppert | 80 | BKS 40%; CAT 40%; COM 20% | DCW; DCS; OFS; OFW | Prv | 1 |
| 270 | 267 | Kubin-Nicholson Corp., Milwaukee | \$15.00 | \$16.00 | -6 | Michael Rees | 70 | COM 60%; SPEC 40% (Out-of-home, outdoor and transit specialty/decor) | DWF; OFS; OFD | Prv | 2 |
| 270 | 225 | Pazazz, Montreal | \$15.00 | \$15.00 | +0 | Warren Werbit | 90 | COM 60%; SPEC 20% (Flexo); PKG 15%; DM 5% | DCW; DCS; DWF; FLX; LTR; OFS; OFD | Prv | 1 |
| 270 | 295 | Wallace Graphics, Duluth, GA | \$15.00 | \$14.00 | +7 | Jonathan Wallace | 75 | DM 60%; COM 25%; CAT 15% | DCS; DWF; OFS | Prv | 1 |
| 270 | — | Big Mountain Imaging, Philadelphia | \$15.00 | \$12.00 | +25 | Jason Cardonick | 55 | SPEC 100% (large-/grand-format) | DWF | Prv | 2 |
| 275 | 276 | Aradius Group, Omaha, NE | \$14.90 | \$15.40 | -3 | Steven D. Hayes | 73 | DM 70%; SPEC 20% (Agency); COM 10% | DCS; OFS; OFW; OFD | Prv | 1 |
| 275 | 264 | Canfield & Tack, Rochester, NY | \$14.90 | \$16.20 | -11 | Ray Brown | 78 | COM 58%; DM 20%; CAT 5%; S/T 4% | DCS; DWF; OFS | Emp | 2 |
| 277 | 263 | The Van Lanen Printing Co., Green Bay, WI | \$14.80 | \$16.30 | -9 | Paul Parish | 100 | COM 90%; PKG 10% | DCS; DWF; OFS; OFW | Prv | 2 |
| 277 | 286 | Marina Graphic Center, Hawthorne, CA | \$14.80 | \$14.50 | +2 | Peggy Chernoff | 127 | COM 55%; DM 45% | DCS; DWF; LTR; OFS | Prv | 1 |
| 279 | 273 | Burton & Mayer, Menomonee Falls, WI | \$14.60 | \$15.70 | -7 | James Burton | 86 | COM 50%; SPEC 20% (Digital); DM 10%; CAT 5% | DCS; DWF; LTR; OFS | Prv | 1 |
| 279 | 291 | BR Printers, San Jose, CA | \$14.60 | \$14.30 | +2 | Rich Brown, Adam DeMaestri | 125 | BKS 65%; COM 35% | DCW; DCS | Prv | 2 |
| 279 | 295 | Visual Marking Systems, Twinsburg, OH Div. Badlime Promo & Apparel, Twinsburg, OH | \$14.60 | \$14.00 | +4 | Michelle Willmott | 124 | SPEC 100% (OEM, fleet, P-O-P, public transportation, consumables, apparel, textiles) | DCW; DCS; DWF; OFW; SCR | Prv | 2 |
| 282 | 284 | Toof - American Digital Printing, Memphis, TN | \$14.50 | \$14.90 | -3 | Stillman McFadden | 85 | COM 60%; DM 20%; CAT 15%; BKS 5% | DCS; LTR; OFS; OFW; OFD | Prv | 1 |
| 283 | 291 | UMC Print, Overland Park, KS | \$14.25 | \$14.30 | — | Shawn Boyd | 80 | PUB 20%; COM 20%; BKS 20%; CAT 20% | DCS; DWF; OFS; OFD; SCR | Prv | 2 |

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400

| '18 | '17 | Company | Total Sales (Millions) | Previous Year's (Millions) | Change (%) | Principal Officer | Employees | Primary Specialties | Printing Processes/Capabilities | Ownership | Plants |
|-----|-----|---|------------------------|----------------------------|------------|--------------------|-----------|---|---------------------------------|-----------|--------|
| 284 | 307 | Premier Printing and Mailing , Stratford, CT | \$14.22 | \$13.10 | +9 | Cesar Garcia | 80 | SPEC 40% (Variable laminated cards); COM 25%; DM 20%; CAT 10% | DCW; DCS; DWF; FLX; LTR; OFS | Prv | 1 |
| 285 | 288 | Bayard Printing Group , Williamsport, PA | \$14.20 | \$14.40 | -1 | Mark P. Lundberg | 87 | PUB 23%; COM 22%; DM 22%; NEWS 14% | DCS; DWF; LTR; OFS; OFW; SCR | Prv | 3 |
| 286 | 295 | Fineline Printing Group , Indianapolis | \$14.00 | \$14.00 | — | Richard Miller | 70 | COM 50%; SPEC 20% (Digital, cross-media); DM 15%; S/T 10% | DCS; DWF; OFS; OFD | Prv | 1 |
| 286 | 286 | Envision3 , Bloomington, IL | \$14.00 | \$14.50 | -3 | Kevin Franz | 75 | DM 30%; COM 25%; PKG 20%; CAT 10% | DCS; OFS | Prv | 1 |
| 286 | 311 | Franklin Press , Baton Rouge, LA | \$14.00 | \$12.90 | +9 | Ernest C. Seals | 85 | DM 90%; COM 5%; SPEC 5% | DCS; OFS; OFW; OFD | Prv | 1 |
| 286 | 314 | Precision Color Graphics , Franklin, WI | \$14.00 | \$12.75 | +10 | John Goeden | 44 | PKG 65%; PREP 20%; COM 15% | DCS; FLX; OFS | Prv | 2 |
| 290 | 295 | Brodnax/Varidoc , Dallas | \$13.80 | \$14.00 | -1 | Mike Campbell | 40 | CAT 35%; DM 25%; COM 25%; PUB 10% | DCS; DWF; OFS | Prv | 1 |
| 291 | 304 | AmericAL Inc. , Omaha, NE | \$13.77 | \$13.50 | +2 | John Peterson | 62 | SPEC 100% (Labels and tags) | N/A | Prv | 1 |
| 292 | 273 | Connecticut Color , Meriden, CT | \$13.70 | \$15.70 | -13 | Richard Pulie | 68 | DM 50%; FIN 15%; CAT 15%; COM 10% | DCS; LTR; OFS; OFW; OFD | Prv | 1 |
| 293 | 305 | Hederman Brothers , Madison, MS | \$13.68 | \$13.32 | +2 | Doug Hederman | 92 | DM 35%; COM 25%; PUB 20%; CAT 5% | DCS; DWF; OFS | Prv | 1 |
| 294 | 250 | Meridian Graphics , Tustin, CA | \$13.50 | \$17.31 | -22 | David Melin | 56 | COM 70%; DM 10%; PKG 10%; CAT 5% | DCS; OFS | Prv | 1 |
| 295 | — | Foster Printing , Santa Ana, CA | \$13.47 | \$13.88 | -2 | Tim Blackburn | 32 | PKG 95%; SPEC 5% (P-O-P) | OFS | Prv | 1 |
| 296 | 350 | iColor Printing & Mailing , Los Angeles | \$13.45 | \$10.38 | +30 | Adil Khan | 56 | DM 70%; PUB 20%; SPEC 5% (Wide-format); PKG 5% | DCS; DWF; FLX; OFS; OFW; OFD | Prv | 2 |
| 297 | 316 | Vox Printing , Oklahoma City | \$13.31 | \$12.65 | +5 | LaVerna Reid | 60 | COM 76%; PKG 18%; PREP 4%; DM 1% | DCS; FLX; OFW | Prv | 1 |
| 298 | 285 | L-L Printers , Carlsbad, CA | \$13.30 | \$14.70 | -9 | Bill Anderson | 109 | COM 41%; CAT 20%; PKG 13%; DM 11% | DCS; DWF; OFS; OFD | Prv | 2 |
| 299 | 301 | Graphic Dimensions , Austell, GA | \$13.25 | \$13.89 | -5 | Jay Scammell | 105 | BF 80%; SPEC 15% (Labels and tags); COM 5% | DCW; DCS; FLX; OFS; OFW; OFD | Prv | 3 |
| 300 | 295 | Best Press , Addison, TX | \$13.20 | \$14.00 | -6 | Wendy Kalisher | 80 | COM 60%; SPEC 15% (P-O-S, signage, one-off prototyping, fulfillment, order processing, warehousing, logistics); DM 15%; PKG 10% | DCS; DWF; LTR; OFS; OFD | Prv | 1 |
| 301 | 252 | Seachange Print Innovations , Minneapolis | \$13.11 | \$17.00 | -22 | Wendi Breuer | 90 | SPEC 32% (Election services, technology services, promotional items); COM 22%; PKG 22%; DM 13% | DCW; DCS; DWF; OFS; OFW | Prv | 1 |
| 302 | 313 | Holland Litho Printing Service , Zeeland, MI | \$13.10 | \$12.80 | +2 | Rick Baarman | 80 | COM 40%; DM 30%; CAT 10%; PUB 10% | DCS; OFS | Prv | 1 |
| 303 | 309 | Carter Printing , Richmond, VA | \$13.00 | \$13.00 | — | Wayne R. Carter | 90 | PUB 20%; PKG 18%; BKS 15%; CAT 15% | DCS; OFS | Prv | 1 |
| 303 | 267 | Garlich Printing , St. Louis | \$13.00 | \$16.00 | -18 | Brad Garlich | 60 | COM 40%; SPEC 40% (POS, tear pads); DM 20% | DCS; LTR; OFS; OFD | Emp | 1 |
| 303 | 309 | Trumbull Printing , Trumbull, CT | \$13.00 | \$13.00 | — | Gustave C. Semon | 100 | NEWS 50%; PUB 20%; COM 10%; DIR 10% | OFW | Prv | 1 |
| 306 | 337 | 3A Press , Lajas, Puerto Rico | \$12.98 | \$11.16 | +16 | Marie A. Rosado | 117 | SPEC 55% (Health care printing); PKG 45% | DCS; OFS; OFW | Prv | 1 |
| 307 | 333 | Barton & Cooney , Burlington, NJ | \$12.90 | \$11.50 | +12 | Patrick M. Doyle | 49 | DM 40%; S/T 35%; INS 10%; BF 5% | DCW; DCS; OFS | Prv | 1 |
| 308 | 312 | Watkins Lithographic , North Kansas City, MO | \$12.85 | \$12.85 | — | Eddy Watkins | 65 | COM 70%; CAT 10%; SPEC 10%; DM 10% | DCS; DWF; FLX; LTR; OFS; OFW | Prv | 1 |
| 309 | 319 | Action Printing , Fond du Lac, WI Div., Gannett Co., McLean, VA | \$12.50 | \$12.00 | +4 | Darwin Bethke | 80 | COM 95%; DM 5% | DCS; OFS; OFW | Pub | 1 |
| 309 | 306 | HighRoad Press , Moonachie, NJ | \$12.50 | \$13.20 | -5 | Hallie Satz | 48 | COM 35%; DM 20%; CAT 10%; PUB 10% | DCS; OFS; OFD | Prv | 1 |
| 311 | 333 | Heritage Integrated , El Reno, OK Sub., Delson Properties, El Reno, OK | \$12.10 | \$11.50 | +5 | David Delana | 72 | DM 58%; COM 21%; INS 10%; PKG 6% | DCS; DWF; LTR; OFS; OFD | Prv | 1 |
| 312 | 319 | S2K Graphics , Chatsworth, CA | \$12.00 | \$12.00 | — | Dan Pulos | 35 | SPEC 100% (P-O-P) | DWF; SCR | Prv | 2 |
| 312 | 319 | John S. Swift Co. , Buffalo Grove, IL | \$12.00 | \$12.00 | — | John S. Swift | 80 | COM 35%; DIR 25%; NEWS 20%; BKS 10% | DCS; OFS; OFW | Prv | 3 |
| 312 | 319 | Magna IV , Little Rock, AR | \$12.00 | \$12.00 | — | Kent Middleton | 65 | COM 90%; PUB 5%; CAT 3%; DM 2% | DCS; DWF; LTR; OFS | Prv | 1 |
| 312 | 245 | Boss Litho , City of Industry, CA | \$12.00 | \$18.00 | -33 | Jean Paul Nataf | 47 | PKG 80%; CAT 10%; PREP 5%; COM 5% | OFS | Prv | 1 |
| 312 | 335 | Allen Printing , Nashville, TN | \$12.00 | \$11.40 | +5 | Shannon Heffington | 90 | COM 100% | DCS; LTR; OFS | Prv | 1 |
| 312 | 319 | Graphic Solutions Group , Kennesaw, GA | \$12.00 | \$12.00 | — | Mark Pope | 72 | COM 87%; DM 8%; PKG 5% | DCS; DWF; LTR; OFS | Prv | 1 |
| 312 | — | Sharpe Co. , Winston-Salem, NC | \$12.00 | \$10.00 | +20 | Terri Sealey | 70 | COM 70%; PREP 10%; DM 10%; FIN 10% | DCS; DWF; OFS | Prv | 6 |
| 319 | 344 | Labels West , Woodinville, WA | \$11.98 | \$10.82 | +11 | John Shanley | 52 | SPEC 100% (Tags and labels) | DCW; FLX; SCR | Prv | 1 |

LEGEND Primary Specialties: BF – Business Forms; BKS – Book Manufacturing; CAT – Catalogs; COM – General Commercial Printing; DIR – Directories; DM – Direct Mail; FIN – Financial Printing; INS – Inserts; NEWS – Newspapers; PKG – Packaging; PREP – Prepress Services; PUB – Publications and Periodicals; SPEC – Specialty Printing; S/T – Statements/Transactional; N/A – Not Available. **Printing Processes/Capabilities:** DCW – Digital (Continuous-Web); DCS – Digital (Cut-Sheet); DWF – Digital (Wide- & Grand-Format); FLX – Flexography; GRV – Gravure; LTR – Letterpress; OFS – Offset (Sheetfed); OFW – Offset (Web); OFD – Offset/Digital Hybrid; SCR – Screen

400

| '18 | '17 | Company | Total Sales (Millions) | Previous Year's (Millions) | Change (%) | Principal Officer | Employees | Primary Specialties | Printing Processes/Capabilities | Ownership | Plants |
|-----|-----|--|------------------------|----------------------------|------------|------------------------|-----------|--|---------------------------------|-----------|--------|
| 320 | 329 | Action Mailing & Printing Solutions , Liberty, MO | \$11.80 | \$11.70 | — | Dick Waggener | 115 | DM 70%; INS 10%; COM 10%; PREP 5% | DCW; DCS; DWF; LTR; OFS | Prv | 1 |
| 321 | — | BCSI , Burnsville, MN | \$11.69 | \$14.35 | -19 | Emily Myers | N/A | N/A | N/A | N/A | N/A |
| 322 | 308 | McCormick-Armstrong Co. , Wichita, KS | \$11.51 | \$13.03 | -12 | Jacob W. Shaffer | 66 | COM 50%; CAT 20%; DM 10%; INS 8% | DCS; OFS; OFW | Prv | 2 |
| 323 | 317 | Shweiki Media Printing , San Antonio | \$11.50 | \$12.50 | -8 | Gal Shweiki | 45 | PUB 70%; DM 10%; INS 7%; CAT 7% | DCS; DWF; OFW | Prv | 1 |
| 324 | 339 | McCourt Label , Lewis Run, PA | \$11.40 | \$11.00 | +4 | David G. Ferguson | N/A | SPEC 100% (Labels, tags, printer, ribbons) | N/A | Prv | 1 |
| 324 | 363 | ArborOakland Group , Royal Oak, MI | \$11.40 | \$9.60 | +18 | Don Kirkland | 78 | COM 40%; PUB 20%; CAT 20%; DM 15% | DCS; DWF; LTR; OFS; OFW; OFD | Prv | 3 |
| 326 | 332 | Puritan Press , Hollis, NH | \$11.37 | \$11.58 | -1 | Kurt Peterson | 80 | COM 45%; CAT 10%; SPEC 10%; DM 10% | DCS; OFS | Prv | 2 |
| 327 | 356 | Next Day Four Color , San Antonio | \$11.26 | \$10.40 | +8 | Todd Frost | 54 | SPEC 100% (Trade printing) | DCS; LTR; OFS | Prv | 2 |
| 328 | 328 | Indexx Inc. , Greenville, SC | \$11.25 | \$11.75 | -4 | Jordan Finn | 70 | SPEC 34% (e-commerce); DM 15%; COM 15%; CAT 15% | DCS; DWF; OFS | Prv | 1 |
| 329 | 319 | Royal , Brooklyn Park, NY | \$11.20 | \$12.00 | -6 | Tim Urness | 65 | BF 85%; PKG 10%; COM 5% | DCS; FLX; OFW; OFD | Prv | 1 |
| 330 | 355 | The Goode Co. , Rohnert Park, CA | \$11.00 | \$10.05 | +9 | Michael Sanabria | 54 | DM 40%; COM 30%; SPEC 30% (Wine industry marketing) | DCS; LTR; OFS; OFW | Prv | 1 |
| 331 | 352 | Choctaw Print Services , Durant, OK | \$10.80 | \$10.32 | +4 | Russell Marcum | 19 | SPEC 50% (Promotional products, apparel); DM 35%; CAT 10%; BKS 5% | DCS; DWF; LTR; OFS; OFD | Prv | 1 |
| 332 | 354 | Wallace Carlson Printing , Minnetonka, MN | \$10.70 | \$10.10 | +5 | Ann K. Turbeville | 51 | COM 61%; CAT 15%; PKG 12%; DM 10% | DCS; LTR; OFS | Prv | 1 |
| 333 | — | Jurist Influence Group , Long Island City, NY | \$10.50 | \$5.80 | +81 | Ronald Sizemore | 45 | COM 60%; SPEC 40% (Wide-format) | DCS; DWF | Prv | 1 |
| 334 | 361 | Foresight Group , Lansing, MI | \$10.46 | \$9.71 | +8 | William Christofferson | 80 | COM 93%; DM 7% | DCS; DWF; OFS | Prv | 3 |
| 335 | 357 | Bollin Label Systems , Toledo, OH | \$10.40 | \$10.00 | +4 | Mark Bollin | 55 | SPEC 100% (Labels) | DCW; DCS; FLX | Prv | 1 |
| 336 | 345 | 5 Day Business Forms Mfg. , Anaheim, CA | \$10.20 | \$10.80 | -6 | Leslie Messick | 54 | BF 100% | OFW | Prv | 2 |
| 336 | 318 | J&A Printing , Hiawatha, IA | \$10.20 | \$12.20 | -16 | Scott Cadwallader | 69 | COM 55%; DM 40%; CAT 2%; INS 2% | DCS; DWF; OFS | Prv | 1 |
| 338 | 347 | Thompson Print & Mailing Solutions , San Antonio | \$10.13 | \$10.64 | -5 | David Thompson | 65 | COM 30%; BF 30%; DIR 10%; DM 10% | DCW; DCS; DWF; OFS; OFD; SCR | Prv | 3 |
| 339 | 351 | Delzer Lithograph , Waukesha, WI | \$10.10 | \$10.33 | -2 | Mike Delzer | 65 | SPEC 50% (Digital, fulfillment); COM 50% | DCS; DWF; OFS | Prv | 1 |
| 339 | — | Source One Digital , Norton Shores, MI | \$10.10 | \$9.50 | +6 | Randy Crow | 60 | COM 85%; PREP 10%; PKG 5% | DWF; SCR | Prv | 1 |
| 341 | 357 | Bestforms Inc. , Camarillo, CA | \$10.00 | \$10.00 | — | Joe Valdez | 44 | SPEC 75% (Tags, labels, plastic products, cards); BF 25% | N/A | Prv | 1 |
| 341 | — | ATL (Ad Tape & Label) , Menomonee Falls, WI | \$10.00 | \$10.00 | — | Donald Dobert | 50 | SPEC 60% (Medical/pharma); PKG 20%; DM 20% | DCW; FLX | Prv | 1 |
| 341 | 346 | Abbott Communications Group , Maitland, FL | \$10.00 | \$10.75 | -7 | Arthur Abbott | 70 | COM 50%; DM 40%; INS 10% | DCS; OFS; OFD | Prv | 1 |
| 341 | 339 | Fort Orange Press , Albany, NY | \$10.00 | \$11.00 | -9 | Robert F. Wittko | 40 | COM 100% | DCW; DCS; OFS; OFD | Prv | 1 |
| 341 | 357 | Bradley Graphic Solutions , Bensalem, PA | \$10.00 | \$10.00 | — | Robert J. Bradley | 41 | DM 80%; BF 20% | OFW | Prv | 1 |
| 341 | — | ER2 Image Group , Hanover Park, IL | \$10.00 | \$9.00 | +11 | Gary Schellerer | N/A | SPEC 100% (Digital grand- and wide-format) | DWF | Prv | N/A |
| 341 | — | DGI Invisualls , North Billerica, MA | \$10.00 | \$9.00 | +11 | Glen Fairbanks | 120 | SPEC 100% (Wide-format) | DWF | Prv | 1 |
| 348 | 362 | J&M Printing (ND) , Gwinner, ND | \$9.90 | \$9.70 | +2 | Harrison McCleery | 50 | COM 60%; DM 30%; CAT 10% | DCS; LTR; OFS; OFD | Prv | 1 |
| 349 | 353 | ASAP Printing , Salt Lake City | \$9.87 | \$10.22 | -3 | N/A | 68 | COM 80%; SPEC 10% (Envelopes, folders, stationery, large-format); DM 10% | OFS | Prv | 3 |
| 350 | 364 | Liberty Creative Solutions , Tinley Park, IL | \$9.80 | \$9.50 | +3 | Angela Hipelius | 56 | DM 60%; COM 40% | DCS; DWF; OFS | Prv | 1 |
| 351 | 338 | Digital Dog Direct , Ewing, NJ | \$9.70 | \$11.10 | -13 | Ken Maisel | 43 | DM 75%; SPEC 10%; INS 5%; BKS 3% | DCS; DWF | Prv | 1 |
| 352 | — | Blooming Color , Lombard, IL | \$9.61 | \$9.70 | -1 | John Lehman | 47 | COM 100% | DCS; DWF; OFS | Prv | 1 |
| 353 | 360 | Merlin Printing , Amityville, NY | \$9.50 | \$9.90 | -4 | Steven Vid | 38 | INS 84%; DM 10%; SPEC 6% | DCS; DWF; OFW | Prv | 1 |
| 354 | 330 | Cohber Press , Rochester, NY | \$9.44 | \$11.69 | -19 | Eric C. Webber | 56 | COM 41%; DM 34%; PKG 8%; SPEC 7% (Photo books) | DCS; OFS; OFD | Prv | 1 |
| 355 | — | Econoprint , Verona, WI | \$9.32 | \$8.89 | +4 | David Roloff | 56 | DM 35%; COM 25%; SPEC 13% (Wide-Format); PREP 6% | DCS; DWF; OFS; OFD | Prv | 2 |
| 356 | 367 | AmeriPrint Corp. , Harvard, IL | \$9.10 | \$8.76 | +4 | James Schulty | 49 | BF 71%; SPEC 29% (Tags and labels) | FLX; LTR; OFS; OFW | Prv | 1 |
| 357 | 371 | Digital Label Solutions , Yorba Linda, CA | \$9.04 | \$8.34 | +8 | Joe Marks | 38 | PKG 100% | DCW | Prv | 1 |

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400

| '18 | '17 | Company | Total Sales (Millions) | Previous Year's (Millions) | Change (%) | Principal Officer | Employees | Primary Specialties | Printing Processes/Capabilities | Ownership | Plants |
|-----|-----|--|------------------------|----------------------------|------------|-------------------------|-----------|---|---------------------------------|-----------|--------|
| 358 | 343 | Walker360, Montgomery, AL | \$9.00 | \$10.90 | -17 | Taylor Blackwell | 62 | COM 64%; SPEC 11% (Advertising agency services, Wide-format, finished goods); PREP 8%; DM 6% | DCS; OFS | Prv | 1 |
| 359 | 382 | Seaway Printing, Green Bay, WI | \$8.72 | \$7.64 | +14 | Kevin Heslin | 45 | PUB 60%; COM 20%; BKS 20% | DCS; OFS | Prv | 1 |
| 360 | 378 | Haig Graphic Communications, Hauppauge, NY | \$8.69 | \$7.95 | +9 | James Kalousdian | 43 | COM 100% | DCW; DCS; DWF; OFS; OFW; OFD | Prv | 1 |
| 361 | — | Push Solutions, New Berlin, WI | \$8.60 | \$6.20 | +39 | Brad Flagge | 35 | COM 80%; SPEC 10% (Digital); PKG 10% | DCS; DWF; OFS | Prv | 1 |
| 362 | — | Big Visual Group, Antioch, TN | \$8.50 | \$7.80 | +8 | Scott Snoyer | 63 | N/A | DCS; DWF | Prv | 1 |
| 363 | 375 | Merrick Printing, Louisville, KY Sub., Merrick Industries, Louisville, KY | \$8.30 | \$8.00 | +4 | M. David Merrick | 70 | COM 50%; CAT 20%; DM 10%; PUB 10% | DCS; DWF; OFS; OFW; OFD | Prv | 1 |
| 363 | 372 | Hagg Press, Elgin, IL | \$8.30 | \$8.30 | — | Kern W. Hagg Jr. | 48 | BKS 38%; COM 25%; PUB 10%; DIR 5% | DCS; DWF; OFS; OFW | Prv | 1 |
| 365 | 369 | Stylecraft Printing, Canton, MI | \$8.20 | \$8.40 | -2 | Richard A. Pesci | 49 | BF 80%; COM 18%; PKG 2% | FLX; LTR; OFS; OFW | Prv | 3 |
| 366 | 387 | Cushing & Co., Chicago | \$8.09 | \$7.18 | +13 | Cathleen Cushing Duff | 51 | SPEC 30% (Branded environmental graphics: wall graphics, privacy film, dimensional lettering); DM 15%; BKS 15%; PREP 5% | DCW; DCS; DWF; OFD | Prv | 1 |
| 367 | 374 | Lawton Connect, Orlando, FL | \$8.01 | \$6.30 | +27 | Kimberly Lawton Koon | 47 | COM 79%; DM 15%; PKG 3%; PREP 3% | DCS; DWF; OFS; OFD | Prv | 1 |
| 368 | 349 | Dolce Printing, Maywood, NJ | \$8.00 | \$8.00 | — | Glenn Dolce | 32 | COM 60%; FIN 40% | DCS; OFS | Prv | 1 |
| 369 | 373 | Alexander Clark Printing, Boise, ID | \$7.95 | \$8.10 | -2 | Michael Ayers | 45 | COM 60%; BF 40% | DCS; LTR; OFS; OFW | Emp | 1 |
| 370 | 393 | New London Communications, Alpharetta, GA | \$7.94 | \$6.82 | +16 | Eric Rountree | 38 | COM 50%; PUB 10%; CAT 10%; DM 10% | DCS; DWF; OFS; OFW | Prv | 1 |
| 371 | 368 | Apex Color, Jacksonville, FL | \$7.80 | \$8.60 | -9 | Richard Ghelerter | 48 | BF 52%; COM 48% | DCS; OFS; OFW | Prv | 1 |
| 372 | 383 | Prodigital Printing, Edison, NJ | \$7.65 | \$7.60 | +1 | Larry Solomon | 33 | DM 50%; COM 30%; SPEC 20% (Promotional products, envelopes, folders and stationery) | DCS; DWF; OFS | Prv | 1 |
| 373 | 384 | CFC Print Solutions, Grand Prairie, TX | \$7.64 | \$7.55 | +1 | Tommy Gillis | 55 | BF 63%; COM 25%; SPEC 12% | DCS; OFS; OFW | Prv | 1 |
| 374 | 392 | Ignite Graphics, Elmhurst, IL | \$7.59 | \$7.00 | +8 | Lance Luka | 34 | BKS 30%; DM 25%; CAT 14%; PKG 10% | DCS; DWF; OFS; OFW | Prv | 1 |
| 375 | — | Intech Printing & Direct Mail, Naples, FL | \$7.58 | — | — | Rodney Held | 51 | COM 20%; DM 15%; PKG 12%; PREP 10% | DCS; DWF; LTR; OFS; OFD | Prv | 2 |
| 376 | 394 | Classic Litho and Design, Torrance, CA | \$7.57 | \$6.81 | +11 | Firo Nikravan | 35 | SPEC 30% (Wide-format); COM 30%; PKG 15%; CAT 15% | DCS; DWF; OFS; OFD | Prv | 1 |
| 377 | 375 | AC Printing, Euless, TX | \$7.50 | \$7.20 | +4 | Ken Kanji | 45 | COM 70%; DM 25%; PREP 3%; SPEC 2% | DCW; DCS; LTR; OFS; OFW; OFD | Prv | 1 |
| 377 | — | Warwick Publishing, St. Charles, IL | \$7.50 | — | — | N/A | N/A | SPEC 100% (Promotional) | N/A | N/A | N/A |
| 379 | 399 | Total Printing Systems, Newton, IL | \$7.41 | \$6.50 | +14 | Richard M. Lindemann II | 52 | BKS 83%; COM 8%; BF 5%; PUB 2% | DCW; DCS; LTR; OFS; OFW; OFD | Prv | 2 |
| 380 | 386 | Custom Printing, Oxnard, CA | \$7.40 | \$7.20 | +2 | Charles A. Utts | 45 | DM 35%; COM 20%; CAT 15%; BKS 10% | DCS; DWF; LTR; OFS | Prv | 2 |
| 381 | 380 | The Harty Press, New Haven, CT | \$7.32 | \$7.65 | -4 | George R. Platt | 41 | DM 40%; COM 30%; SPEC 25%; PREP 5% | DCS; DWF; OFS; OFD | Prv | 1 |
| 382 | 390 | M13 Graphics, Schaumburg, IL | \$7.30 | \$7.04 | +3 | Dan Banakis | 37 | COM 100% | DCS; DWF; OFS | Prv | 1 |
| 383 | 400 | Milpak Graphics, King, NC | \$7.28 | \$6.44 | +13 | Billy Kilby | 38 | SPEC 100% (Tags and labels) | DCW; FLX | Prv | 1 |
| 384 | — | Colorchrome Atlanta, Norcross, GA | \$7.24 | \$6.15 | +17 | John Rhodes | 36 | COM 100% | DCS; DWF | Prv | 1 |
| 385 | 389 | N.E.W. Printing, Appleton, WI | \$7.20 | \$7.12 | +1 | Mark Weinfurter | 38 | COM 78%; DM 15%; SPEC 6% (Labels, tags, envelopes, folders, stationery); BF 1% | DCS; LTR; OFS | Prv | 1 |
| 385 | — | Alabama Graphics, Birmingham, AL | \$7.20 | \$7.13 | +1 | John Davis | 49 | SPEC 100% (Digital printing) | N/A | Prv | 2 |
| 387 | 391 | Badger Tag & Label, Random Lake, WI | \$7.15 | \$7.02 | +2 | Robert Thiel | 38 | SPEC 100% (Labels, tags, digital) | DCS; DWF; FLX; LTR | Prv | 2 |
| 388 | — | JP Graphics, Santa Clara, CA | \$7.12 | \$7.55 | -6 | Joan D. Escover | 45 | COM 70%; PKG 10%; PREP 5%; PUB 5% | DCS; LTR; OFS; OFD | Prv | 1 |
| 389 | 397 | Paradigm Digital Color Graphics, Southampton, PA | \$7.09 | \$6.55 | +8 | John Rosenthal | 45 | COM 65%; DM 25%; CAT 10% | DCS; DWF; OFS | Prv | 1 |
| 390 | — | Supreme Graphics, Arcadia, WI Div., Blaschko Enterprises, Arcadia, WI | \$7.00 | \$6.27 | +12 | Charles Blaschko | 57 | COM 80%; BKS 15%; PKG 5% | DCS; DWF; LTR; OFS | Prv | 2 |
| 390 | 388 | DUKE, Eastlake, OH | \$7.00 | \$7.15 | -2 | Blake A. Leduc | 50 | DM 40%; COM 35%; CAT 25% | DCS; DWF; OFS | Prv | 2 |
| 392 | 396 | Phoenix Data, Montgomery, PA | \$6.76 | \$6.60 | -4 | Larry B. Lovell | 36 | BF 90%; COM 9%; SPEC 1% (Labels and tags) | OFW | Prv | 1 |
| 393 | — | BRD Printing, Lansing, MI | \$6.53 | \$6.30 | +3 | David Lee | 44 | COM 80%; PUB 10%; DM 5%; INS 5% | DCS; OFS | Prv | 1 |

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400

| '18 | '17 | Company | Total Sales (Millions) | Previous Year's (Millions) | Change (%) | Principal Officer | Employees | Primary Specialties | Printing Processes/Capabilities | Ownership | Plants |
|-----|-----|--|------------------------|----------------------------|------------|------------------------------|-----------|--|---------------------------------|-----------|--------|
| 394 | — | Carbonless and Cut Sheet Forms , New Concord, OH | \$6.50 | \$6.40 | +2 | Chris Giller, Jason Killiany | 31 | BF 100% | DCS; OFS | Prv | 1 |
| 394 | — | E.H. Teasley & Co./Inkjet Printing International , Dallas | \$6.50 | \$6.30 | +3 | Jeff Teasley | 40 | SPEC 100% (Signage and billboards) | DWF | Prv | 1 |
| 396 | — | Professional Printing Center , Chesapeake, VA | \$6.38 | \$6.05 | — | Brian Ward | 55 | COM 70%; DM 15%; CAT 10%; SPEC 5% (Promotional products) | DCS; DWF; OFS | Prv | 1 |
| 397 | — | Digital Marketing Services , Pelham, AL | \$6.31 | \$6.10 | +3 | Ryan Cooper | 38 | DM 40%; FIN 30%; BF 10%; S/T 10% | DCW; DCS; DWF | Prv | 1 |
| 398 | 385 | FolgerGraphics Inc. , Hayward, CA | \$6.30 | \$7.54 | -16 | Dick Folger | 45 | DM 30%; NEWS 30%; PUB 30%; COM 6% | DCS; OFS; OFW | Prv | 1 |
| 400 | — | Pro Print , Duluth, MN | \$6.00 | \$5.83 | +3 | Creston Dorothy | 48 | COM 70%; PUB 15%; DM 15% | DCS; DWF; OFS | Prv | 1 |
| 400 | — | TPSi , Tulsa, OK | \$6.00 | \$5.70 | +5 | Fadel F Iskander | 30 | S/T 70%; DM 15%; COM 5%; BKS 5% | DCS; DWF | Prv | 2 |

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Top 5 Market Leaders

Sales figures shown below are based on 2018 PRINTING IMPRESSIONS 400 printers' self-reported total and market segment breakdowns. In 2016, RR Donnelley split into three separate, publicly-held companies: RR Donnelley, LSC Communications and Donnelley Financial Solutions. Only LSC, which announced it will be acquired by Quad/Graphics in mid-2019, provided market segment sales percentages based on our specific product categories. RR Donnelley was included in determining these Top 5 charts based on publicly disclosed information but, in some cases, its sales segmentation reporting may not align with our specific segment categories. In addition, we lack market segment sales percentages information for Taylor Corp., which might have potentially qualified to appear on some of these Top 5 charts.

TOP 5 BOOK PRINTERS

| Rank | Company | Segment Sales (Millions) | Total Sales (Millions) |
|------|--|--------------------------|------------------------|
| 1 | LSC Communications Chicago | \$1,008.00 | \$3,600.00 |
| 2 | Quad/Graphics Sussex, Wis. | \$247.86 | \$4,131.00 |
| 3 | The Command Web Group Secaucus, N.J. | \$125.93 | \$257.00 |
| 4 | Taylor Publishing Dallas | \$118.34 | \$122.00 |
| 5 | Walsworth Marceline, Mo. | \$92.18 | \$180.75 |

TOP 5 CATALOG PRINTERS

| Rank | Company | Segment Sales (Millions) | Total Sales (Millions) |
|------|--|--------------------------|------------------------|
| 1 | Quad/Graphics Sussex, Wis. | \$578.34 | \$4,131.00 |
| 2 | Arandell Corp. Menomonee Falls, Wis. | \$94.08 | \$98.00 |
| 3 | Trend Offset Printing Los Alamitos, Calif. | \$30.00 | \$300.00 |
| 4 | Continental Web Press Itasca, Ill. | \$29.67 | \$34.90 |
| 5 | Universal Wilde Westwood, Mass. | \$28.00 | \$80.00 |

TOP 5 PUBLICATION PRINTERS

| Rank | Company | Segment Sales (Millions) | Total Sales (Millions) |
|------|--|--------------------------|------------------------|
| 1 | LSC Communications Chicago | \$1,728.00 | \$3,600.00 |
| 2 | Quad/Graphics Sussex, Wis. | \$578.34 | \$4,131.00 |
| 3 | Trend Offset Printing Los Alamitos, Calif. | \$150.00 | \$300.00 |
| 4 | Transcontinental Montreal | \$122.19 | \$1,527.32 |
| 5 | Walsworth Marceline, Mo. | \$70.49 | \$180.75 |

TOP 5 DIRECT MAIL PRINTERS

| Rank | Company | Segment Sales (Millions) | Total Sales (Millions) |
|------|--|--------------------------|------------------------|
| 1 | RR Donnelley Chicago | \$555.20 | \$6,940.00 |
| 2 | IWCO Direct Chanhassen, Minn. | \$470.60 | \$470.60 |
| 3 | Quad/Graphics Sussex, Wis. | \$454.41 | \$4,131.00 |
| 4 | SG360°, a Segerdahl Co. Wheeling, Ill. | \$265.20 | \$312.00 |
| 5 | Freedom Graphic Systems Milton, Wis. | \$153.14 | \$161.20 |

The 2018 PI 400 Ranking

Listed in Alphabetical Order

If you know the name of a printing company that you think appears on the list, but you're not sure of its ranking, here's an easy way to locate that firm or to determine whether it's on the list at all. Simply search for the company name within the alphabetical listings below. In addition to each name and headquarters location, a corresponding number appears indicating that firm's ranking. Then, refer back to the actual list.

| | | | |
|--|---|---|--|
| 3A Press , Lajas, Puerto Rico.....306 | Bayard Printing Group , Williamsport, PA.....285 | Colorchrome Atlanta , Norcross, GA...384 | DUKE , Eastlake, OH.....390 |
| 4over Inc. , Glendale, CA.....22 | BCSI , Burnsville, MN.....321 | ColorDynamics , Allen, TX.....139 | E.H. Teasley & Co./Inkjet Printing International , Dallas.....394 |
| 5 Day Business Forms Mfg. , Anaheim, CA.....336 | BCT , Fort Lauderdale, FL.....89 | Colortree Group , Henrico, VA.....97 | Econoprint , Verona, WI.....355 |
| Abbott Communications Group , Maitland, FL.....341 | Bennett Graphics , Tucker, GA.....265 | The Command Web Group , Secaucus, NJ.....21 | Elanders Americas , Davenport, IA.....76 |
| ABS Graphics , Itasca, IL.....160 | The Bernard Group , Chanhassen, MN.....32 | Communicorp Inc. , Columbus, GA.....141 | Ennis Inc. , Midlothian, TX.....16 |
| AC Printing , Euless, TX.....377 | Best Press , Addison, TX.....300 | Compu-Mail/Dual Print and Mail , Grand Island, NY.....150 | Envision3 , Bloomingdale, IL.....286 |
| Acme Press d/b/a Calitho , Concord, CA.....217 | Bestforms Inc. , Camarillo, CA.....341 | Connecticut Color , Meriden, CT.....292 | EP Graphics , Berne, IN.....171 |
| Action Mailing & Printing Solutions , Liberty, MO.....320 | Big Mountain Imaging , Philadelphia...270 | Consolidated Label , Sanford, FL.....56 | ER2 Image Group , Hanover Park, IL...341 |
| Action Printing , Fond du Lac, WI.....309 | Blanks Printing and Digital Solutions , Dallas.....223 | Consolidated Press , Seattle.....255 | FCL Graphics , Harwood Heights, IL...121 |
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