



Ranking '11	'10	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Press Units: Web Offset, Sheetfed, Other	Ownership	Plants
1	1	RR Donnelley, Chicago	\$10,018.90	\$9,857.40	+2	Thomas J. Quinlan III	58,000	N/A	N/A	Public	175
2	2	Quad/Graphics, Sussex, WI	\$4,765.00	\$4,873.00	-2	Joel Quadracci	24,000	PUB 23%; INS 22%; CAT 21%	N/A	Public	60
3	4	Valassis, Livonia, MI	\$2,333.50	\$2,244.20	+4	Alan F. Schultz	7,000	N/A	71 0 0	Public	3
4	3	Transcontinental Inc., Montreal	\$2,058.08	\$2,330.60	-12	Francois Olivier	11,000	COM 29%; NEWS 19%; DM 18%; BKS 13%	N/A	Public	36
5	5	Cenveo Inc., Stamford, CT	\$2,050.00	\$2,100.00	-2	Robert G. Burton	9,200	SPEC 59%; COM 19%; PKG 11%; PUB 6%	186 455 546	Public	73
6	6	Deluxe Corp., Shoreview, MN	\$1,402.24	\$1,344.19	+4	Lee Schram	5,200	N/A	N/A	Public	15
7	7	Vertis Communications, Baltimore Sub., Vertis Holdings, New York	\$1,200.00	\$1,300.00	-8	Gerald Sokol Jr.	5,000	INS 71%; DM 23%; SPEC 6% (Integrated media services)	137 1 0	Private	29
8	8	Consolidated Graphics, Houston	\$1,054.00	\$990.90	+6	Joe R. Davis	5,333	COM 42%; DIG 18%; SPEC 14% (Manuals); DM 10%	275 1,349 968	Public	70
9	10	Vistaprint, Lexington, MA Div., Vistaprint N.V., Venlo, Netherlands	\$817.00	\$670.00	+22	Robert Keane	2,800	SPEC 100%	N/A	Public	3
10	9	Standard Register, Dayton, OH	\$668.00	\$694.00	-4	Joseph Morgan	2,700	BF 48%; DIG 35%; SPEC 17% (Labels)	272 54 321	Public	29
11	15	Multi-Color Corp., Batavia, OH	\$650.00	\$400.00	+63	Nigel Vinecombe	1,300	PKG 100%	0 13 114	Public	14
12	11	WorkflowOne, Dayton, OH	\$580.69	\$662.00	-12	Tim Tatman	2,100	BF 34%; SPEC 24%; COM 23%; PKG 8%	323 55 64	Private	15
13	13	DST Output, El Dorado Hills, CA Sub., DST Systems, Kansas City, MO	\$564.00	\$482.00	+17	Steve Towle	2,800	SPEC 100% (Transactional documents)	N/A	Public	3
14	12	Ennis Inc., Midlothian, TX	\$550.00	\$517.74	+6	Keith S. Walters	6,100	SPEC 41%; BF 40%; FIN 13%; COM 6%	N/A	Public	42
15	14	Schawk Inc., Des Plaines, IL	\$460.60	\$452.40	+2	David A. Schawk	3,000	N/A	N/A	Public	48
16	16	WS Packaging Group, Green Bay, WI	\$387.32	\$385.81	-	Rex Lane	1,691	PKG 89%; SPEC 6%; DIG 3%; DM 2%	80 66 1,392	Private	18
17	17	IWCO Direct, Chanhassen, MN	\$386.00	\$361.78	+7	James N. Andersen	2,550	DM 100%	149 6 72	Private	7
18	18	Brown Printing, Waseca, MN Parent: Gruner + Jahr, Hamburg, Germany	\$382.00	\$353.00	+8	Volker Petersen	2,200	PUB 70%; CAT 30%	175 0 0	Private	3
19	19	Fort Dearborn, Elk Grove, IL	\$350.00	\$350.00	-	Mike Anderson	1,300	PKG 100%	N/A	Private	10
20	20	Sir Speedy Printing and Marketing Services, Mission Viejo, CA Div., Franchise Services (FSI), Mission Viejo, CA	\$332.00	\$345.00	-4	Richard Lowe	N/A	DIG 35%; COM 25%; DM 20%; PREP 10%	N/A	Private	376
21	21	Allegra Network, Plymouth, MI Sub., Allegra Holdings, Plymouth, MI	\$291.10	\$298.00	-2	Carl Gerhardt	3,200	SPEC 29%; DIG 23%; COM 17%; DM 12%	0 850 0	Private	501
22	25	AlphaGraphics, Salt Lake City Sub., Pindar Print Ltd., Scarborough, UK	\$276.30	\$252.12	+10	Kevin Cushing	900	DIG 41%; SPEC 20%; COM 20%; PKG 10%	N/A	Private	279
23	23	Arandell Corp., Menomonee Falls, WI	\$271.00	\$279.00	-3	F.E. Treis	764	CAT 93%; PUB 4%; PREP 3%	36 0 0	Private	1
24	22	The Sheridan Group, Hunt Valley, MD	\$266.20	\$293.30	-9	John A. Saxton	1,457	PUB 57%; CAT 23%; BKS 20%	N/A	Private	6
25	24	arvato AG, New York Div., Bertelsmann AG, Germany	\$258.90	\$272.10	-5	Rolf Buch	1,549	BKS 83%; SPEC 16%; PKG 1%	24 150 0	Private	6
26	28	Courier Corp., N. Chelmsford, MA	\$257.14	\$248.82	+3	James F. Conway III	1,662	BKS 100%	64 46 33	Public	5
27	27	St. Joseph Communications, Concord, Ontario, Canada	\$250.00	\$250.00	-	Tony Gagliano	1,500	PUB 40%; CAT 15%; INS 15%; DM 10%	65 53 0	Private	3
28	26	EarthColor, Parsippany, NJ	\$242.00	\$251.00	-4	Robert Kashan	650	COM 33%; DM 25%; INS 25%; PREP 10%	34 94 40	Private	7
29	29	Trend Offset Printing, Los Alamitos, CA	\$236.00	\$232.00	+2	Anthony J. Lienau	846	PUB 50%; INS 30%; CAT 10%; DIR 10%	168 6 0	Private	3
30	30	J.J. Keller & Associates, Neenah, WI	\$218.00	\$202.40	+8	James J. Keller	1,100	PUB 50%; BKS 30%; BF 10%; DM 10%	20 8 7	Private	1
31	33	Canadian Bank Note, Ottawa	\$194.00	\$173.00	+12	Doug Arends	1,200	SPEC 100% (Security printing)	N/A	Private	3
32	35	Publishers Press, Shepherdsville, KY	\$164.00	\$168.00	-2	Nicholas X. Simon	1,400	PUB 95%; COM 4%; PKG 1%	129 10 10	Private	2
33	34	MacNaughton Lithograph/Command Web Offset, Secaucus, NJ	\$163.00	\$170.00	-4	Andrew Merson	625	BKS 50%; DIG 15%; DIR 15%; FIN 10%	31 12 16	Private	5

LEGEND: BF – Business Forms; BKS – Book Manufacturing; CAT – Catalogs; COM – General Commercial Printing; DIG – Digital 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; N/A – Not Available



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34	36	The Segerdahl Corp., Wheeling, IL	\$160.00	\$145.00	+10	Rick Joutras	300	DM 90%; COM 10%	58 21 0	Employee	2
34	31	DG3 Diversified Global Graphics Group, Jersey City, NJ	\$160.00	\$180.00	-11	Thomas Saggiomo	700	FIN 45%; COM 35%; DIG 10%; INS 5%	N/A	Private	5
36	37	Imagine! Print Solutions, Minneapolis	\$157.01	\$137.71	+14	Robert J. Lothenbach	567	SPEC 50%; COM 25%; PKG 23%; DIG 1%	0 12 14	Private	1
37	43	Walsworth Publishing, Marceline, MO	\$143.65	\$115.00	+25	Don O. Walsworth	1,250	BKS 65%; PUB 28%; CAT 8%	51 76 13	Private	3
38	42	Freedom Graphic Systems, Milton, WI	\$141.00	\$120.00	+18	Martin Liebert	560	DM 90%; INS 5%; DIG 5%	23 0 5	Private	4
39	38	BELMARK Inc., DePere, WI	\$137.00	\$133.00	+3	Karl A. Schmidt	520	PKG 100%	0 0 31	Private	4
40	39	Japs-Olson Co., St. Louis Park, MN	\$126.85	\$127.05	-	Michael W. Beddor	513	DM 80%; CAT 10%; COM 10%	90 42 8	Private	1
41	41	Lithographix Inc., Hawthorne, CA	\$125.00	\$125.00	-	Herb Zebrack	300	COM 30%; SPEC 25%; CAT 15%; PREP 10%	22 46 68	Private	1
41	45	Serigraph Inc., West Bend, WI	\$125.00	\$113.00	+11	Sean Torinus	1,000	SPEC 100% (P.O.P., integrated graphics)	N/A	Private	8
43	53	Universal/Wilde, Westwood, MA	\$116.00	\$87.60	+32	Bill Fitzgerald	374	COM 30%; FIN 25%; DIG 15%; DM 14%	58 74 37	Private	5
44	49	Sandy Alexander, Clifton, NJ Div., Mickelberry Communications, New York	\$114.00	\$103.00	+11	Mike Graff	259	COM 35%; DM 23%; INS 15%; DIG 11%	N/A	Private	2
45	32	Gannett Offset, Springfield, VA Div., Gannett Co., McLean, VA	\$113.60	\$177.90	-36	Mark Winans	926	NEWS 35%; PUB 30%; INS 25%; SPEC 10% (Promotional)	251 10 0	Public	6
46	43	PIP Printing and Marketing Services, Mission Viejo, CA Div., Franchise Services (FSI), Mission Viejo, CA	\$110.00	\$115.00	-4	Richard Lowe	N/A	DIG 35%; COM 25%; DM 20%; PREP 10%	N/A	Private	115
47	47	Creel Printing, Las Vegas	\$109.50	\$111.00	-1	Allan Creel	400	PUB 40%; CAT 30%; COM 20%; DIG 5%	81 14 0	Private	3
48	46	Taylor Publishing, Dallas Sub., American Achievement, Austin, TX	\$108.20	\$112.35	-4	Steven Parr	420	BKS 100%	0 74 0	Private	1
49	40	The MATLET Group, Pawtucket, RI	\$105.00	\$126.00	-17	Gary Stiffler	410	PKG 45%; COM 40%; SPEC 15% (Fulfillment)	12 67 0	Private	3
50	48	Hess Print Solutions, Brimfield, OH	\$100.00	\$108.40	-8	Douglas L. Mann	620	BKS 40%; CAT 40%; PUB 20%	N/A	Private	2
51	50	Paris Business Products, Westampton, NJ	\$97.00	\$101.00	-4	Gerard M. Toscani	97	BF 95%; SPEC 5%	37 0 0	Private	1
52	56	Hammer Packaging, W. Henrietta, NY	\$94.40	\$85.00	+11	James E. Hammer	400	PKG 100%	18 59 19	Private	3
53	58	MPI Label Systems, Sebring, OH	\$94.00	\$84.00	+12	Randy L. Kocher	560	PKG 90%; SPEC 5%; DIG 5%	0 0 56	Private	9
54	52	Strine Printing, York, PA	\$93.80	\$88.60	+6	Michael A. Strine	431	PKG 40%; COM 25%; SPEC 25% (P.O.P./P.O.S.); DIG 5%	0 79 12	Private	1
55	51	BCT, Fort Lauderdale, FL	\$93.00	\$100.00	-7	Peter Posk	775	COM 85%; DIG 15%	0 380 0	Private	45
56	60	Smyth Cos. LLC, St. Paul, MN	\$90.00	\$80.00	+13	John Hickey	350	PKG 98%; COM 2%	0 60 88	Private	5
57	54	Direct Connect Group, Cleveland	\$88.64	\$87.13	+2	Robert A. Durham	651	COM 30%; DM 20%; SPEC 16%; DIG 11%	74 108 64	Private	7
58	55	Henry Wurst Inc., N. Kansas City, MO	\$86.61	\$85.78	+1	Michael S. Wurst	370	COM 35%; DM 22%; FIN 11%; CAT 10%	30 52 36	Private	3
59	61	4over Inc., Glendale, CA	\$85.40	\$78.40	+9	Zarik Megerdichian	547	SPEC 60%; DM 16%; CAT 15%; INS 9%	0 24 0	Private	8
60	62	IntegraColor, Mesquite, TX	\$83.50	\$78.20	+7	Larry C. King	409	COM 50%; PKG 40%; DIG 10%	18 72 73	Private	4
61	64	L.K. Litho, Middle Island, NY Div., The Linick Group, Middle Island, NY	\$82.00	\$77.50	+6	Andrew S. Linick	251	DIG 40%; BKS 30%; PUB 15%; DM 10%	24 26 4	Private	4
61	56	UNIMAC Graphics, Carlstadt, NJ	\$82.00	\$85.00	-4	George Amann	265	COM 50%; PKG 25%; INS 10%; DM 10%	14 52 0	Private	2
63	67	Specialty Print Communications, Niles, IL	\$81.25	\$74.88	+9	Adam M. LeFebvre	330	DM 45%; INS 30%; COM 25%	30 22 14	Private	3
64	59	Edwards Brothers, Ann Arbor, MI	\$80.00	\$81.00	-1	John J. Edwards	735	BKS 90%; PUB 10%	13 32 48	Private	10
65	63	National Graphics, N. Branford, CT	\$78.30	\$78.10	-	Nicholas M. Napoli	341	DM 60%; COM 30%; BF 5%; INS 5%	70 17 0	Private	3
66	68	Rohrer Corp., Wadsworth, OH	\$77.19	\$72.33	+7	Scot D. Adkins	385	PKG 100%	0 72 0	Private	4
67	65	Friesens Corp., Altona, Manitoba, Canada	\$75.00	\$77.00	-3	Curwin W. Friesen	525	BKS 95%; SPEC 5%	4 42 0	Employee	3
68	69	Rock Communications/Colorfx Inc., Newton, IA	\$74.80	\$72.30	+3	Jon Troen	480	N/A	N/A	Private	4

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69	70	Nosco, Gurnee, IL Sub., Holden Industries, Deerfield, IL	\$74.00	\$71.20	+4	Russell Haraf	495	PKG 95%; COM 5%	2 22 112	Employee	3
70	101	Angstrom Graphics, Cleveland	\$72.21	\$46.00	+57	Wayne Angstrom	220	COM 50%; DM 20%; DIG 15%; CAT 10%	11 16 2	Private	2
71	73	National Print Group, Chattanooga, TN	\$72.00	\$66.70	+8	Phil Harris	400	SPEC 60%; DIG 30%; PREP 5%; COM 5%	0 24 30	Private	3
72	72	TST/Impreso Inc., Coppell, TX	\$71.42	\$69.39	+3	Marshall Sorokwasz	125	BF 50%; SPEC 50%	17 3 4	Private	6
73	85	Phoenix Lithographing, Philadelphia	\$70.00	\$55.00	+27	Barry Green	149	COM 30%; DM 23%; PKG 10%; DIG 10%	43 30 4	Private	2
74	76	Publication Printers, Denver	\$66.13	\$64.40	+3	Gary Rosenberg	306	PUB 40%; DM 30%; CAT 20%; COM 10%	31 0 0	Private	1
75	71	Outlook Group, Neenah, WI	\$65.30	\$70.63	-8	John Cappy	300	PKG 74%; DM 26%	0 23 79	Private	1
76	75	Tweddle Group, Clinton Township, MI	\$65.00	\$65.00	-	Andrew M. Tweddle	405	PUB 95%; CAT 5%	N/A	Private	2
77	78	Southwest Offset Printing, Gardena, CA	\$64.70	\$63.50	+2	Greg McDonald	500	PUB 40%; NEWS 40%; COM 20%	200 0 0	Private	2
78	77	Pictorial Corp., Carlstadt, NJ	\$63.80	\$63.80	-	Meryle Samuels, Donald Samuels, Lester Samuels, Gary Samuels	200	COM 65%; INS 25%; DIG 10%	25 23 0	Private	1
79	86	Flower City Printing, Rochester, NY	\$62.19	\$54.32	+14	William Oliveri	314	PKG 70%; PREP 10%; COM 10%; CAT 4%	0 58 28	Private	3
80	80	American Spirit Graphics, Minneapolis	\$62.00	\$61.00	+2	A. Oscar Carlson	291	DM 40%; COM 40%; INS 20%	60 20 4	Private	4
81	74	Continental Web Press, Itasca, IL	\$60.50	\$65.25	-7	Diane K. Field	300	CAT 75%; DM 25%	48 0 0	Private	2
82	66	Webcrafters Inc., Madison, WI	\$60.00	\$76.00	-21	Jac B. Garner	550	BKS 97%; CAT 3%	44 0 16	Private	2
83	82	The John Roberts Co., Minneapolis	\$59.90	\$57.80	+4	Michael R. Keene	294	COM 60%; INS 20%; CAT 10%; DM 10%	30 26 0	Private	1
84	79	FCL Graphics, Harwood Heights, IL	\$58.91	\$62.00	-5	Mike Ford	151	DM 70%; COM 15%; INS 10%; CAT 5%	23 18 4	Private	1
85	90	JohnsByrne Co., Niles, IL	\$58.41	\$52.46	+11	Corey Gustafson	225	PKG 50%; DM 20%; COM 20%; SPEC 10%	0 32 0	Private	3
86	110	Diamond Packaging, Rochester, NY	\$57.02	\$42.05	+36	Karla Fichter, Kirsten Werner	250	PKG 100%	0 41 5	Private	2
87	89	Bert-Co Graphics, Cerritos, CA	\$55.00	\$53.00	+4	Wayne Cavallucci	160	PKG 95%; COM 5%	0 32 0	Private	2
88	95	CCI/CoakleyTech, Hartland, WI Div., TouchPoint Print Solutions, Chicago	\$54.00	\$49.50	+9	Chris Illman	400	DIG 58%; COM 42%	4 35 40	Private	6
88	83	Meyers, Minneapolis	\$54.00	\$57.00	-5	David Dillon	250	SPEC 85% (P.O.P. and labels); PKG 10%; DIG 5%	N/A	Private	1
90	98	Wright Business Graphics, Portland, OR	\$53.40	\$47.08	+13	Jim Wright	304	BF 81%; DIG 9%; COM 5%; DM 3%	122 13 0	Private	5
91	84	Adplex, Houston	\$53.37	\$56.60	-6	Edward Raine	230	INS 81%; DM 9%; PREP 5%; SPEC 5%	32 0 0	Private	3
92	96	GLS Cos., Brooklyn Park, MN	\$53.00	\$49.00	+8	Gary L. Garner	320	DM 40%; COM 40%; SPEC 20% (Distribution, creative)	6 32 12	Private	3
93	88	AFL Web Printing, Voorhees, NJ	\$52.50	\$53.10	-1	Antoinette Franceschini	251	PUB 45%; NEWS 45%; COM 10%	180 0 0	Private	2
94	97	NPC Inc., Claysburg, PA	\$51.62	\$48.70	+6	Mark Barnhart	434	BKS 56%; SPEC 25%; BF 13%; DIG 6%	24 4 7	Private	2
95	87	Worzalla Publishing, Stevens Point, WI	\$51.10	\$53.60	-5	James H. Fetherston	305	BKS 90%; DIR 10%	11 19 0	Employee	1
96	92	Werthan Packaging, White House, TN	\$51.00	\$51.00	-	Donald P. Belmont	250	PKG 100%	0 0 31	Private	2
96	91	O'Neil Data Systems, Los Angeles Sub., Data Analysis, Los Angeles	\$51.00	\$51.50	-1	James T. Lucanish	150	DIG 75%; DM 15%; SPEC 3% (Fulfillment); CAT 3%	29 5 0	Private	1
98	94	K/P Corp., San Leandro, CA	\$50.00	\$50.00	-	Joe Atturio	330	COM 26%; DM 25%; DIG 25%; FIN 10%	15 58 20	Private	7
99	93	Brown Industries, Dalton, GA	\$49.90	\$50.50	-1	Keith Whitworth	655	SPEC 29% (P.O.P.); CAT 24%; COM 24%; DM 13%	0 27 59	Private	8
100	99	Universal Printing, St. Louis	\$48.00	\$47.00	+2	Robert A. Ebel	225	COM 100%	N/A	Private	2
101	106	LGraphico, Burbank, CA	\$47.11	\$43.50	+8	Dan Stillwell	204	COM 35%; PREP 33%; SPEC 25% (P.O.P.); PKG 5%	0 12 12	Private	1
102	119	Jet, Downers Grove, IL	\$45.00	\$39.60	+14	George Bogdanovic	180	SPEC 70%; COM 15%; DM 5%; PKG 5%	0 27 0	Private	2
102	102	The Garvey Group, Niles, IL	\$45.00	\$45.00	-	Edward J. Garvey Jr.	168	PKG 50%; COM 30%; DM 20%	0 52 0	Private	4
102	81	Pratt, Indianapolis	\$45.00	\$60.10	-25	Daniel D. Pratt	160	SPEC 55%; DIG 45%	0 0 48	Private	1
105	102	Times Printing, Random Lake, WI	\$44.50	\$45.00	-1	Jack Scholler	300	CAT 60%; PUB 40%	26 12 0	Private	1
106	115	Grandville Printing, Grandville, MI	\$44.31	\$40.60	+9	Jeffrey C. Brewer	280	INS 72%; DIG 17%; COM 11%	56 22 8	Private	1
107	116	Bartash Printing, Philadelphia	\$44.30	\$40.00	+11	Eric Roberts	250	PUB 50%; NEWS 35%; SPEC 10%; DM 5%	55 0 8	Private	1



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108	130	Primary Color Systems, Costa Mesa, CA	\$44.00	\$35.00	+26	Dan Hirt	245	SPEC 30% (Large-format); COM 24%; PREP 21%; DM 10%	0 16 15	Private	2
109	105	Progress Printing, Lynchburg, VA	\$43.32	\$44.40	-2	Michael A. Thornton	170	CAT 50%; PUB 40%; COM 10%	13 12 2	Private	1
110	142	Midland Information Resources, Davenport, IA	\$43.10	\$31.90	+35	Gene M. Blanc	192	DIG 90%; SPEC 10% (IT, software)	0 0 12	Private	1
111	126	Kirkwood Printing, Wilmington, MA	\$43.00	\$36.50	+18	Bob Coppinger	125	COM 70%; DM 30%	0 26 0	Private	1
112	108	Ramallo Brothers Printing, San Juan, PR	\$42.55	\$42.55	-	Alberto Ramallo	442	INS 36%; PKG 18%; BF 17%; COM 8%	64 41 5	Private	3
113	192	Foxfire Printing and Packaging, Newark, DE	\$42.32	\$24.10	+76	John Ferretti	190	DIG 45%; SPEC 44%; DM 5%; COM 5%	2 19 17	Private	4
114	102	The Lane Press, S. Burlington, VT	\$42.00	\$45.00	-7	Philip M. Drumheller	175	PUB 90%; COM 10%	34 0 0	Private	1
114	113	Journal Graphics, Portland, OR	\$42.00	\$41.00	+2	Philip C. Bridge	170	PUB 85%; CAT 10%; COM 5%	35 0 0	Private	1
116	109	Weldon, Williams & Lick, Ft. Smith, AR	\$41.00	\$42.50	-4	Jim Walcott	300	SPEC 100% (Numbered printing)	0 11 68	Private	1
117	125	MSP, Freedom, PA	\$40.71	\$36.76	+11	Richard E. Bushee III	425	DM 58%; COM 20%; SPEC 18%; DIG 4%	24 0 3	Private	1
118	100	Suttle-Straus Inc., Waunakee, WI Sub., Telephone & Data Systems, Chicago	\$40.17	\$46.72	-14	John Berthelsen	196	DM 50%; COM 15%; SPEC 15%; INS 10%	6 24 0	Public	1
119	118	AC Label, St. Louis	\$40.10	\$39.70	+1	Jack Rosen	200	PKG 90%; SPEC 10% (Large-format, P.O.P., finishing)	0 16 142	Private	3
120	116	Malloy Inc., Ann Arbor, MI	\$40.00	\$40.00	-	William L. Upton	230	BKS 100%	10 11 1	Private	1
120	113	Colonial Press Int'l, Miami	\$40.00	\$41.00	-2	Jose Gomez, Jorge Gomez	200	COM 45%; DM 15%; CAT 10%; INS 10%	22 18 0	Private	1
120	107	Teldon Print Media, Richmond, British Columbia, Canada	\$40.00	\$42.60	-6	Michael McAdam	225	COM 49%; PUB 25%; DM 15%; DIG 6%	10 5 5	Employee	1
120	-	H.S. Crocker Co., Huntley, IL	\$40.00	-	-	Ron Giordano	130	PKG 90%; PREP 5%; SPEC 5%	N/A	Employee	2
124	120	Versa Press, E. Peoria, IL	\$39.41	\$38.33	+3	Steven J. Kennell	185	BKS 100%	0 31 0	Private	1
125	112	Concord Litho Group, Concord, NH	\$39.03	\$41.96	-7	Peter E. Cook	175	DM 40%; COM 20%; INS 20%; SPEC 10%	36 7 0	Private	1
126	133	Classic Graphics, Charlotte, NC	\$39.02	\$34.35	+14	David Pitts	186	COM 45%; FIN 20%; DM 20%; CAT 10%	0 24 0	Private	2
127	111	J.J. Collins' Sons, Woodridge, IL	\$38.00	\$42.00	-10	James F. Collins Jr.	143	SPEC 30%; COM 25%; DM 15%; BF 10%	14 0 0	Private	1
128	123	EU Services, Rockville, MD	\$37.90	\$37.00	+2	Art Simpson	315	DM 85%; COM 10%; DIG 5%	30 21 16	Private	1
129	126	Dexter Hospitality, Memphis, TN	\$37.80	\$36.50	+4	Mark Zimmerman	220	BF 50%; COM 30%; DIR 5%; DM 5%	22 41 16	Private	2
129	188	PrintPlace.com, Arlington, TX	\$37.80	\$25.00	+51	Shawn Petersen	250	COM 60%; BKS 10%; CAT 10%; DM 10%	18 28 4	Private	3
131	206	J.B. Kenehan, Waukesha, WI	\$37.00	\$22.00	+68	Tom Majdloch	170	PUB 30%; DM 25%; CAT 20%; COM 15%	36 6 0	Private	2
132	139	Forum Communications Printing, Detroit Lakes, MN Div., Forum Communications, Fargo, ND	\$36.87	\$23.32	+14	Dennis Hall	294	PUB 41%; COM 16%; NEWS 16%; INS 6%	50 18 0	Private	3
133	128	Bolger Vision Beyond Print, Minneapolis	\$36.75	\$36.38	+1	Dik Bolger	210	COM 45%; DIG 20%; DM 15%; PUB 10%	0 51 5	Private	2
134	122	Ripon Printers, Ripon, WI	\$36.59	\$37.09	-1	H. Andersen Lyke	270	COM 40%; PUB 30%; NEWS 20%; DIR 10%	41 16 1	Private	1
135	149	Perfect Plastic Printing, St. Charles, IL	\$36.40	\$30.28	+20	Christopher Smoczynski	167	SPEC 100%	0 18 3	Private	1
136	135	Diversified Labeling Solutions, Itasca, IL	\$36.10	\$33.90	+6	Bob Hakman	143	SPEC 100% (Pressure-sensitive labels)	N/A	Private	3
137	132	ANRO Inc., West Chester, PA	\$35.80	\$34.50	+4	James A. Spinelli Jr.	170	COM 48%; DIG 22%; SPEC 15%; DM 15%	0 50 27	Private	1
138	124	Lake County Press, Waukegan, IL	\$35.41	\$36.87	-4	Ralph L. Johnson	180	COM 50%; FIN 10%; SPEC 10%; CAT 10%	0 42 3	Private	3
139	129	Geographics Inc., Atlanta	\$35.00	\$35.80	-2	Norvin C. Hagan	160	COM 45%; CAT 20%; INS 15%; DM 10%	34 26 0	Private	1
140	121	Intelligencer Printing, Lancaster, PA Div., Steinman Enterprises, Lancaster, PA	\$33.30	\$37.80	-12	Michael R. Stief	154	COM 62%; DM 20%; INS 11%; CAT 5%	22 26 0	Private	2
141	148	Thomson-Shore, Dexter, MI	\$33.00	\$30.50	+8	Kevin Spall	215	BKS 100%	2 20 2	Employee	1
142	137	Vision Integrated Graphics Group, Chicago	\$32.80	\$33.20	-1	Doug Powell	160	DIG 50%; COM 35%; CAT 15%	0 18 7	Private	2
143	163	Nieman Printing, Dallas	\$32.60	\$28.80	+13	Joanie Nieman	178	DM 26%; CAT 20%; BF 15%; DIG 15%	8 50 3	Private	1
144	183	Signature Graphics, Porter, IN Sub., Omnicom Group, New York	\$32.20	\$25.70	+25	Timothy A. Guse	108	SPEC 65% (Large-format, fleet graphics, decals); DIG 35%	N/A	Public	1

LEGEND: BF - Business Forms; BKS - Book Manufacturing; CAT - Catalogs; COM - General Commercial Printing; DIG - Digital 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; N/A - Not Available

COMMUNICATIONS, BALTIMORE, MD 2 2 QUAD/GRAPHICS, SUSSEX, WI 3 4 VALASSIS, LIVONIA, MI 4 3 TRANSCONTINENTAL INC., MONTREAL, QC 5 5 CENVEO INC., STAMFORD, CT 6 6 DELUXE CORP., SHOREVIEW, MN 7 7 VERTIS  
 DAYTON, OH 13 13 DST (The 2011 Top 400) CONSOLIDATED GRAPHICS, HOUSTON 9 10 VISTAPRINT, LEXINGTON, MA 10 9 STANDARD REGISTER, DAYTON, OH 11 15 MULTI-COLOR CORP., BATAVIA, OH 12 11 WORKFLOWONE,  
 BROWN PRINTING, WASHINGTON, DC 14 14 THE JOHN ARANDELL CORP., MEMPHIS, TN 15 15 DEARBORN, ELK GROVE, IL 20 20 SIR SPEEDY PRINTING AND MARKETING 21 21 ALLEGRA NETWORK, PLYMOUTH, MI 22 25 ALPHAGRAPHICS, SALT LAKE CITY 22 25 ARANDELL  
 PARSIPPAI, NJ 26 26 THE JOHN ARANDELL CORP., MEMPHIS, TN 27 27 ST. JOSEPH COMMUNICATIONS, 28 26 EARTHCOLOR,  
 MACNAU, KY 33 34  
 FREEDON, MO 38 42  
 UNIVERS., WI 43 53  
 PUBLISHING, IN 53 58  
 MPI LABEL, NILES, IL  
 KANSAS CITY, MO 38 42  
 64 59 EDI, WI 43 53  
 COLORFLEX, 6 TAYLOR, IN 53 58  
 PHILADELPHIA, PA 14 14 THE JOHN ARANDELL CORP., MEMPHIS, TN 15 15  
 CARLSTADT, NJ 26 26 THE JOHN ARANDELL CORP., MEMPHIS, TN 27 27  
 ROBERTS, LEYTECH, KY 33 34  
 HARTLAND, NPC INC., MO 38 42  
 CLAYSON, 3 BROWN, IN 53 58  
 INDUSTRIES, 102 TIMES, VA 114 114  
 PRINTING, NCHBURG, VA 114 114  
 VA 110 114 SKAGING, VA 114 114  
 NEWARK, NJ 144 183 S, US INC., NJ 144 183  
 WAUNAKEE, PRESS, E. VA 114 114  
 PEORIA, IL 129 GEOG, 22 RIPPON, IL 129  
 MEMPHIS, PRINTERS, AN, IL 139  
 129 GEOG, 154 145, 3, DALLAS, TX 154 150  
 144 183 S, 154 136, 1 A 154 150  
 GRAPHIC, 157 143, D 159 151  
 SOVEREIGN, 158 159, 9 159 ICS, Y 170 224  
 CARDPAK, 159 151, A 179 193  
 IN 164 - T, 159 151, U 184 164  
 CORP., PH, 159 151, I 189 181  
 CANDID, 159 151, ANGELES, CA 189 181  
 PRISMA, 159 151, & GUNN, VA 114 114  
 HUDSON, 159 151, BIGELOW, VA 114 114  
 EVERGREEN, 159 206, AUKESHA, VA 114 114  
 189 197 T, 162 141, BIO DATA, VA 114 114  
 SALINE, M, 163 131, ICHMOND, VA 114 114  
 NEWBURY, 164 - TI Group, Toronto, A, TN 221  
 WI 209 20, 165 215, 7 233 REX, VA 114 114  
 FORMS, H, 166 179, STEVENS, VA 114 114  
 VA 218 17, 167 146, ONOLULU, HI 167 146  
 197 BEST, 168 147, RPRISES, HI 167 146  
 THREE, ST, 169 159, M, PRINCE, HI 167 146  
 POINT, WI, 170 165, B 269 ABS, HI 167 146  
 PRINTING, 170 166, H 258 247, HI 167 146  
 242 138 I, 170 157, N 265 245, HI 167 146  
 WESTERN, 170 166, CATIONS, HI 167 146  
 FREDERICK, 170 151, VISIONS, HI 167 146  
 GRAPHIC, 170 157, DIRECT, HI 167 146  
 CEDAR G, 170 166, AY STATE, HI 167 146  
 INNOVAT, 170 166, STUCKER, HI 167 146  
 ATLANTA, 170 151, RIDER, HI 167 146  
 INC., BRO, 170 157, Y 300 292, HI 167 146  
 CANONS, 170 166, OLIDATED, HI 167 146  
 ENVELOP, 170 166, T HOUSE, HI 167 146  
 CASTLE, 170 157, CONCORD, HI 167 146  
 DICKERS, 170 157, TAN FINE, HI 167 146  
 VISION G, 170 157, EL, GRAND, HI 167 146  
 PRESS, ST, 170 157, ANAPOLIS, HI 167 146  
 ESSEX, VT, 170 157, SSIONAL, HI 167 146  
 CA 315 3, 170 157, B NORTH, HI 167 146  
 PRINTERS, 170 157, 8 GATOR, HI 167 146  
 RAPIDS, M, 170 157, D ALLAN, HI 167 146  
 330 323 V, 170 157, 3, 357 369, HI 167 146  
 PRINTING, 170 157, T LABEL, HI 167 146  
 COLORAI, 170 157, PRINTING, HI 167 146  
 PRINTING, 170 157, H PRESS, HI 167 146  
 COMMUN, 170 157, FINELINE, HI 167 146  
 PRINTING, 170 157, Y 384 381, HI 167 146  
 GRAPHIC, 170 157, VIRGINIA, HI 167 146  
 LEWIS RU, 170 157, VA 389 388, HI 167 146  
 DANVERS, 170 157, PURITAN PRESS, HOLLIS, NH 390 366, HI 167 146  
 BALTIMOR, 170 157, ELK GROVE GRAPHICS, ELK GROVE VILLAGE, IL 391 392, HI 167 146  
 PRINTING, 170 157, CORLEY PRINTING, ST. LOUIS 392 380, HI 167 146  
 330 323 V, 170 157, MERLIN PRINTING, AMITYVILLE, NY 393 390, HI 167 146  
 B & W PRESS, 170 157, MA 394 391, HI 167 146  
 GEORGETOWN, MA 394 391, ARGUS AVANTE GRAPHIC COMMUNICATIONS, NILES, IL 395 368, HI 167 146  
 FABRIC PRINTING, RIVER ROUGE, MI 396 395, HI 167 146  
 GARRISON PRINTING, PENNSAUKEN, NJ 397 393, HI 167 146  
 BRAMKAMP PRINTING, CINCINNATI 398 398, PRINTMANAGEMENT LLC, CINCINNATI 400 346, HI 167 146  
 CHROMATIC LITHOGRAPHERS, GLENDALE, CA 400 399, HI 167 146  
 FORT ORANGE PRESS, ALBANY, NY 400 400, HI 167 146  
 A&B PRINTING AND MAILING, LAS VEGAS, NV 400 399, HI 167 146



Ranking '11	'10	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Press Units: Web Offset, Sheetfed, Other	Ownership	Plants
145	176	Shapco Printing, Minneapolis	\$32.00	\$27.00	+19	Joel D. Shapiro	110	DM 15%; COM 15%; PREP 15%; BKS 15%	0 38 0	Private	1
145	151	Midstates Printing, Aberdeen, SD	\$32.00	\$30.00	+7	Roger J. Feickert	275	CAT 45%; DM 25%; COM 20%; PUB 10%	38 20 0	Private	1
145	188	Solo Printing, Miami	\$32.00	\$25.00	+28	Manuel Hernandez	100	BKS 40%; CAT 20%; DM 20%; COM 10%	11 12 0	Private	1
148	159	Label Technology, Merced, CA	\$31.70	\$29.00	+9	John Bankson	105	PKG 100%	0 0 57	Employee	1
149	144	DS Graphics, Lowell, MA	\$31.65	\$31.26	+1	Jeffrey Pallis	190	COM 20%; SPEC 20% (Fulfillment); DIG 20%; BKS 20%	2 30 0	Private	1
150	151	Southeastern Printing, Stuart, FL	\$31.00	\$30.00	+3	Don Mader	161	PKG 26%; COM 24%; DM 18%; CAT 18%	0 22 39	Private	3
150	170	Knepper Press, Clinton, PA	\$31.00	\$27.80	+12	William J. Knepper	180	COM 20%; DM 15%; CAT 15%; INS 15%	13 23 0	Private	1
150	186	GSI Technologies, Burr Ridge, IL	\$31.00	\$25.10	+24	Jack Kraemer	100	SPEC 100% (Printed electronics, labels)	0 0 27	Private	1
153	212	Direct Impressions, Richmond, VA	\$30.69	\$21.89	+40	Mark Smith	145	DM 82%; PUB 5%; COM 5%; INS 5%	82 11 0	Private	3
154	150	Sovereign Business Forms, Houston	\$30.50	\$30.16	+1	Benny E. Coffey	220	BF 95%; COM 5%	128 23 0	Private	5
154	145	The Quantum Group, Morton Grove, IL	\$30.50	\$31.20	-2	William L. White	150	DIG 40%; COM 25%; CAT 15%; FIN 5%	0 33 9	Private	1
154	136	Allen Press, Lawrence, KS	\$30.50	\$33.80	-10	Gerald Lillian	268	PUB 80%; SPEC 12% (Online services); PREP 8%	N/A	Private	1
157	143	Independent Printing, De Pere, WI	\$30.28	\$31.46	-4	William R. Ziemendorf	270	COM 90%; SPEC 10%	0 40 0	Private	1
158	159	Mosaic, Cheverly, MD Sub., Fontana Lithograph, Cheverly, MD	\$30.20	\$29.00	+4	Brendan Connors	139	COM 60%; DIG 15%; DM 15%; BKS 10%	0 28 0	Private	3
159	151	CardPak Inc., Solon, OH	\$30.00	\$30.00	-	Greg Tisone	125	PKG 100%	0 24 0	Private	1
159	151	American Print Solutions, Brooklyn, NY	\$30.00	\$30.00	-	Isaac Braun	60	CAT 20%; DM 15%; PUB 10%; COM 10%	N/A	Private	1
159	206	Edison Litho & Printing, North Bergen, NJ	\$30.00	\$22.00	+36	George Gross	92	SPEC 75% (Posters and displays, P.O.P.); PKG 25%	0 22 0	Private	1
162	141	Motheral Printing, Ft. Worth, TX	\$29.90	\$32.00	-7	Jim Motheral	125	COM 40%; CAT 30%; PUB 10%; PKG 10%	13 14 0	Private	1
163	131	Data Label, Terre Haute, IN	\$29.80	\$34.90	-15	George Snyder	148	SPEC 100% (Labels and tags)	0 0 24	Private	2
164	-	TI Group, Toronto	\$29.65	-	-	Mark Fortier	141	COM 50%; DIG 40%; DM 10%	0 26 0	Private	1
165	215	HardingPoorman Group, Indianapolis	\$29.24	\$21.67	+35	David Harding	153	COM 70%; DM 15%; PREP 5%; SPEC 5% (Signage)	0 26 0	Private	1
166	179	UniGraphic Inc., Woburn, MA	\$29.18	\$26.84	+9	Bob Quinlan	135	COM 40%; DM 25%; DIG 15%; BKS 10%	0 46 12	Private	1
167	146	McArdle, Upper Marlboro, MD Sub., Bureau of National Affairs, Washington, DC	\$29.13	\$31.00	-6	Lisa Arsenaunt	165	PUB 48%; COM 33%; FIN 17%; DIG 2%	12 24 1	Employee	1
168	147	Sells Printing, New Berlin, WI	\$29.10	\$30.60	-5	Donald L. Schroeder	145	CAT 40%; COM 20%; FIN 20%; DM 12%	22 10 2	Private	2
169	159	ICS Corp., Philadelphia	\$29.00	\$29.00	-	Matthew Bastian	350	DM 80%; INS 20%	N/A	Private	1
170	165	Admiral Packaging, Providence, RI	\$28.50	\$28.50	-	Harley Frank	72	PKG 95%; DM 5%	0 0 20	Private	1
170	151	ColorDynamics, Allen, TX	\$28.50	\$30.00	-5	Charles G. Chalifoux	150	DM 35%; COM 30%; CAT 20%; INS 10%	14 30 0	Private	1
170	157	Signature Offset, Boulder, CO	\$28.50	\$29.36	-3	A. Lloyd Streit	232	NEWS 50%; PUB 25%; PREP 12%; COM 10%	210 0 8	Private	7
170	166	Mercury Print Productions, Rochester, NY	\$28.50	\$28.00	+2	John C. Place	210	BKS 46%; COM 31%; DIG 15%; SPEC 8% (Wide-format)	0 24 0	Private	2
170	224	Candid Litho Printing, Long Island City, NY	\$28.50	\$20.00	+43	Howard Weinstein	160	COM 50%; DM 20%; INS 20%; FIN 10%	0 36 0	Private	1
175	166	Screenprint/Dow, Wilmington, MA	\$28.00	\$28.00	-	Walter T. Dow	75	SPEC 72%; DIG 28%	0 14 5	Private	1
175	166	Corporate Press, Lanham, MD	\$28.00	\$28.00	-	Michael A. Marcian	168	DM 40%; DIG 30%; COM 30%	18 18 6	Employee	2
175	159	Hemlock Printers, Burnaby, British Columbia, Canada	\$28.00	\$29.00	-3	Dick Kouwenhoven	170	COM 62%; FIN 15%; BKS 10%; SPEC 10% (Art prints)	0 38 0	Private	1
175	173	SleeveCo Inc., Dawsonville, GA	\$28.00	\$27.50	+2	Martin Wilson	100	PKG 84%; PREP 10%; SPEC 5%; DIG 1%	0 0 45	Private	1
179	193	Prisma Graphic, Phoenix	\$27.94	\$24.02	+16	Robert Anderson	150	COM 56%; DM 10%; CAT 10%; PUB 5%	7 36 8	Private	1
180	172	New Jersey Business Forms/InfoSeal, Englewood, NJ	\$27.50	\$27.70	-1	David Harnett	127	SPEC 37% (Self-mailers, labels); BF 30%; DM 28%; DIG 5%	16 4 3	Private	2
181	175	Dome Printing, Sacramento, CA	\$27.38	\$27.15	+1	Tim Poole	145	DM 45%; COM 10%; CAT 10%; INS 10%	11 12 0	Private	1
182	181	Rand Graphics, Wichita, KS	\$27.00	\$26.00	+4	Randy Vautravers	155	COM 50%; SPEC 35% (Silk screen); DIG 15%	0 38 19	Private	2
182	-	Content Critical, Carlstadt, NJ	\$27.00	-	-	Fred Van Alstyne	135	COM 40%; DIG 40%; SPEC 10% (Wide-format); DM 10%	0 10 23	Private	3
184	164	Hudson Printing, Salt Lake City	\$26.95	\$28.70	-6	Mark Hudson	160	PUB 60%; COM 30%; INS 5%; CAT 5%	21 0 0	Private	1

STERLING, VA 389 388 PURITAN PRESS, HOLLIS, NH 390 366 ELK GROVE GRAPHICS, ELK GROVE VILLAGE, IL 391 392 CORLEY PRINTING, ST. LOUIS 392 380 MERLIN PRINTING, AMITYVILLE, NY 393 390 B&W PRESS, GEORGETOWN, MA 394 391 ARGUS AVANTE GRAPHIC COMMUNICATIONS, NILES, IL 395 368 FABRIC PRINTING, RIVER ROUGE, MI 396 395 GARRISON PRINTING, PENNSAUKEN, NJ 397 393 BRAMKAMP PRINTING, CINCINNATI 398 398 PRINTMANAGEMENT LLC, CINCINNATI 400 346 CHROMATIC LITHOGRAPHERS, GLENDALE, CA 400 399 FORT ORANGE PRESS, ALBANY, NY 400 400 A&B PRINTING AND MAILING, LAS VEGAS, NV 400 399



Ranking '11	'10	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Press Units: Web Offset, Sheetfed, Other	Ownership	Plants
185	249	HBP Inc., Hagerstown, MD	\$26.00	\$17.25	+51	John W. Snyder	185	COM 50%; DM 18%; DIG 15%; SPEC 7% (Wide-format)	0 31 0	Private	2
185	206	Color Ink, Sussex, WI	\$26.00	\$22.00	+18	Todd Meissner	100	COM 60%; DM 10%; DIG 10%; FIN 5%	0 28 8	Private	1
185	174	The P.A. Hutchison Co., Mayfield, PA	\$26.00	\$27.30	-5	Chris Hutchison	140	BKS 95%; COM 5%	14 11 2	Private	1
188	158	Dickinson Press, Grand Rapids, MI	\$25.72	\$29.07	-12	Jim Pentecost	117	BKS 100%	14 11 1	Employee	1
189	181	Evergreen Printing, Bellmawr, NJ	\$25.00	\$26.00	-4	Carmen Pinto	140	PUB 50%; NEWS 35%; CAT 15%	76 0 14	Private	1
189	197	Freeport Press, Freeport, OH	\$25.00	\$23.00	+9	David G. Pilcher	150	PUB 70%; CAT 20%; DM 10%	13 0 0	Private	1
189	188	DATAMATX Inc., Atlanta	\$25.00	\$25.00	-	Harry Stephens	165	SPEC 100% (Transactional documents)	0 0 15	Private	3
189	151	Las Vegas Color Graphics, Las Vegas	\$25.00	\$30.00	-17	John Scheffler	150	DM 52%; COM 35%; DIG 10%; SPEC 3% (Signage)	0 45 0	Private	1
189	230	Superior Lithographics, Los Angeles	\$25.00	\$19.80	+26	Doug Rawson	75	PKG 95%; SPEC 5% (P.O.P. displays, posters)	0 20 0	Private	1
189	197	The Label Printers, Aurora, IL	\$25.00	\$23.00	+9	William J. Kane	70	SPEC 90% (OEM and P.O.P.); DIG 5%; PKG 5%	0 0 94	Private	2
195	219	J.S. McCarthy Printers, Augusta, ME	\$24.95	\$20.98	+19	Richard Tardiff	129	COM 80%; INS 10%; PREP 10%	0 22 0	Private	1
196	203	The Dot Printer, Irvine, CA	\$24.91	\$22.76	+9	Bruce M. Carson	150	COM 50%; DM 15%; DIG 10%; CAT 10%	12 24 18	Private	4
197	185	Original Smith Printing, Bloomington, IL Div., Taylor Corp., North Mankato, MN	\$24.70	\$25.30	-2	Rockie Zeigler	115	COM 50%; CAT 10%; DM 10%; BKS 10%	14 46 0	Private	1
198	184	McNaughton & Gunn, Saline, MI	\$24.40	\$25.40	-4	Robert L. McNaughton	155	BKS 95%; DIR 5%	N/A	Private	1
199	180	Mossberg & Co., South Bend, IN	\$24.30	\$26.80	-9	James W. Hillman	140	COM 50%; PKG 15%; SPEC 10%; CAT 10%	0 36 23	Private	2
200	197	K1 Packaging Group, City of Industry, CA	\$24.25	\$23.00	+5	Mike Tsai	85	PKG 100%	N/A	Public	2
201	140	Gateway Press, Louisville, KY	\$24.00	\$32.10	-25	Glen Georgehead	140	CAT 30%; COM 30%; PUB 25%; INS 10%	20 16 0	Private	1
201	238	HM Graphics, Milwaukee	\$24.00	\$18.70	+28	James Sandstrom	155	COM 100%	0 33 0	Private	1
201	186	Bradford & Bigelow, Newburyport, MA	\$24.00	\$25.10	-4	John Galligan	120	BKS 100%	12 14 0	Private	1
204	213	Johnson & Quin, Niles, IL	\$23.70	\$21.80	+9	David R. Henkel	101	DM 75%; BF 20%; DIG 5%	N/A	Private	1
205	170	Great Lakes Integrated, Cleveland	\$23.60	\$27.80	-15	James R. Schultz	145	COM 50%; SPEC 30% (Technology and fulfillment); DIG 20%	5 15 13	Private	2
206	202	The YGS Group, York, PA	\$23.55	\$22.79	+3	Jim Kell	153	PUB 50%; DIG 20%; CAT 15%; COM 10%	0 15 4	Private	2
207	221	Federal Direct, Clifton, NJ	\$23.50	\$20.50	+15	Angela Stubbs	125	BF 50%; DM 50%	54 3 0	Private	2
208	191	The Marek Group, Waukesha, WI	\$23.35	\$24.38	-4	Fuzzy S. Marek	135	COM 55%; DM 30%; DIG 15%	0 25 14	Private	2
209	204	Bookmasters, Ashland, OH	\$23.25	\$22.50	+3	David Wurster	250	BKS 100%	N/A	Private	1
210	206	Boutwell Owens & Co., Fitchburg, MA	\$23.10	\$22.00	+5	Ward W. McLaughlin	130	PKG 100%	0 24 0	Private	2
210	134	Miami Valley Publishing, Fairborn, OH	\$23.10	\$34.00	-32	Dan Stahl	105	INS 100%	24 0 0	Private	1
212	194	Huston-Patterson Corp., Decatur, IL	\$23.00	\$24.00	-4	Thomas W. Kowa	95	PKG 98%; BKS 1%; SPEC 1% (Maps)	0 38 4	Private	2
212	214	Maggio Data Forms, Hauppauge, NY	\$23.00	\$21.70	+6	Robert Maggio	150	BF 80%; SPEC 10%; DM 10%	35 0 0	Private	2
212	176	VG Reed & Sons, Louisville, KY	\$23.00	\$27.00	-15	Robert Reed	102	FIN 65%; DIR 15%; DIG 10%; COM 10%	28 8 5	Private	1
212	242	Prestone Printing, Long Island City, NY	\$23.00	\$18.00	+28	Robert Adler	109	COM 90%; PREP 10%	0 32 0	Private	1
216	201	Gilson Graphics, Grand Rapids, MI	\$22.82	\$22.92	-	David L. Gilson	160	COM 53%; DIG 20%; CAT 10%; DM 5%	0 24 6	Private	3
217	217	Worth Higgins & Associates, Richmond, VA	\$22.80	\$21.20	+8	Rick LaReau	136	COM 100%	0 33 17	Employee	2
218	176	Pearl Pressman Liberty Communications Group, Philadelphia	\$22.75	\$27.00	-16	David Van Dusen	125	COM 85%; DM 10%; DIG 5%	0 30 2	Private	2
219	206	National Mail Graphics, Exton, PA	\$22.60	\$22.00	+3	John B. Sikorski	75	DM 50%; COM 30%; SPEC 20% (Envelopes)	25 16 0	Private	1
220	237	American Printing, Birmingham, AL	\$22.53	\$18.79	+20	Robert F. Stanford	170	DM 20%; CAT 20%; INS 20%; COM 10%	30 30 5	Private	1
221	204	TPC Printing & Packaging, Chattanooga, TN	\$22.50	\$22.50	-	Joseph A. Schmissrauter III	150	PKG 90%; PREP 10%	0 16 0	Private	1
221	197	Best Label, Cerritos, CA	\$22.50	\$23.00	-2	Donald Ingle	120	PKG 97%; SPEC 3% (Distributor of labeling machines)	0 0 194	Private	2
223	194	EBSCO Media, Birmingham, AL Div., EBSCO Industries, Birmingham, AL	\$22.00	\$24.00	-8	Landers Sevier IV	140	COM 80%; DIG 15%; PUB 5%	0 52 0	Private	1

LEGEND: BF - Business Forms; BKS - Book Manufacturing; CAT - Catalogs; COM - General Commercial Printing; DIG - Digital 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; N/A - Not Available

CONNELLY, CHICAGO 2 2 QUAD/GRAPHICS, SUSSEX, WI 3 4 VALASSIS, LIVONIA, MI 4 3 TRANSCONTINENTAL INC., MONTREAL 5 5 CENVEO INC., STAMFORD, CT 6 6 DELUXE CORP., SHOREVIEW, MN 7 7 VERTIS COMMUNICATIONS, BALTIMORE 8 8 CONSOLIDATED GRAPHICS, HOUSTON 9 10 VISTAPRINT, LEXINGTON, MA 10 9 STANDARD REGISTER, DAYTON, OH 11 15 MULTI-COLOR CORP., BATAVA, OH 12 11 WORKFLOWONE, DAYTON, OH 13 13 DST **The 2011 Top** 14 14 HILLS, CA 14 12 ENNIS INC., MIDLOTHIAN, TX 15 14 SCHAWK INC., DES PLAINES, IL 16 16 WS PACKAGING GROUP, GREEN BAY, WI 17 17 IWCO DIRECT, CHANHASSEN, MN 18 18 BROWN PRINTING, WASHINGTON 19 19 DEARBORN, ELK GROVE, IL 20 20 SIR SPEEDY PRINTING AND MARKETING 21 21 ALLEGRA NETWORK, PLYMOUTH, MI 22 25 ALPHAGRAPHICS, SALT LAKE CITY 23 23 BRANDELL CORP., MEMPHIS 24 24 THE SHIRT SHOP, HUNT VALLEY, MD 25 24 ARVATO AG, NEW YORK 26 28 COURIER CORP., CHELSEAFIELD, MA 27 27 ST. JOSEPH COMMUNICATIONS, 28 26 FATHCOLOR, PARSIPPAI, NJ 29 29



Ranking '11	'10	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Press Units: Web Offset, Sheetfed, Other	Ownership	Plants
223	224	<b>Tepel Brothers Printing</b> , Troy, MI	\$22.00	\$20.00	+10	James Tepel	108	COM 30%; SPEC 25% (UV printing); DM 20%; DIG 10%	0 21 0	Private	1
225	224	<b>Sinclair Printing</b> , Los Angeles	\$21.74	\$20.00	+9	Robert J. Sinclair	108	COM 100%	21 15 0	Private	1
226	216	<b>Baesman Group</b> , Hilliard, OH	\$21.60	\$21.60	-	Rod Baesman	115	DM 50%; SPEC 25%; DIG 15%; COM 10%	0 25 6	Private	1
227	233	<b>Rex Three</b> , Sunrise, FL	\$21.50	\$19.55	+10	Stephen H. Miller	165	COM 32%; PKG 30%; PREP 20%; DM 12%	0 31 2	Private	1
228	220	<b>Printwest Communications</b> , Regina, Saskatchewan, Canada	\$21.45	\$20.78	+3	Dennis Ermel	145	PUB 30%; COM 15%; DM 10%; DIR 10%	13 20 3	Public	3
229	231	<b>Original Impressions</b> , Miami	\$21.33	\$19.70	+8	Roland B. Garcia Sr.	190	COM 20%; CAT 20%; DIR 10%; DM 10%	0 21 6	Private	1
230	218	<b>doodad</b> , Austell, GA	\$21.00	\$21.00	-	Thomas McCloskey	100	INS 87%; CAT 8%; DM 5%	58 0 0	Private	2
230	194	<b>CJK: Print Possibilities</b> , Cincinnati	\$21.00	\$24.00	-12	Robert C. Krehbiel III	120	BKS 70%; CAT 18%; SPEC 7%; PUB 5%	12 6 0	Private	1
230	221	<b>Spectra Print</b> , Stevens Point, WI	\$21.00	\$20.50	+2	Eric Hofmeister	124	COM 100%	20 19 2	Private	1
233	241	<b>The Ovid Bell Press</b> , Fulton, MO	\$20.70	\$18.49	+12	John O. Bell	124	PUB 95%; CAT 4%; COM 1%	13 7 0	Private	1
234	232	<b>Repacorp Label Products</b> , Tipp City, OH	\$20.60	\$19.60	+5	Rick M. Heini	105	PKG 93%; SPEC 7% (Wide-format)	0 9 135	Private	3
235	169	<b>Grand River Printing &amp; Imaging</b> , Van Buren Twp., MI	\$20.10	\$27.85	-28	Ann Porster	80	INS 40%; COM 30%; PUB 25%; CAT 5%	24 0 0	Private	1
236	224	<b>Finlay Printing</b> , Bloomfield, CT	\$20.00	\$20.00	-	Kevin D. Kalagher	80	COM 20%; SPEC 20%; FIN 10%; PREP 10%	0 24 0	Private	1
236	206	<b>Democrat Printing &amp; Lithographing</b> , Little Rock, AR	\$20.00	\$22.00	-9	Bert Parke	130	PUB 75%; CAT 20%; COM 5%	24 3 0	Private	1
236	224	<b>PrintingForLess.com</b> , Livingston, MT	\$20.00	\$20.00	-	Andrew S. Field	135	DM 50%; COM 48%; CAT 2%	0 22 0	Private	1
236	224	<b>Blanks Printing &amp; Imaging</b> , Dallas	\$20.00	\$20.00	-	Leron Blanks	75	COM 95%; PREP 5%	0 24 0	Private	1
236	246	<b>Hooven-Dayton Corp.</b> , Dayton, OH	\$20.00	\$17.60	+14	Christopher Che	100	SPEC 98% (Labels/coupons); INS 1%; PKG 1%	0 0 22	Private	3
241	234	<b>Hagadone Printing</b> , Honolulu Div., The Hagadone Corp., Coeur D'Alene, ID	\$19.85	\$19.30	+3	Clint Schroeder	133	COM 55%; PUB 29%; DM 6%; SPEC 5%	5 14 1	Private	1
242	138	<b>Kappa Graphics</b> , Fort Washington, PA	\$19.50	\$32.90	-41	Nicholas G. Karabots	196	PUB 85%; DIG 15%	28 8 0	Private	1
243	235	<b>Performance Cos.</b> , Dallas	\$19.00	\$19.00	-	John T. White	150	SPEC 70%; COM 25%; DIG 5%	0 40 0	Private	2
243	242	<b>Integrated Book Technology</b> , Troy, NY	\$19.00	\$18.00	+6	John R. Paeglow	145	BKS 100%	0 0 16	Private	2
245	239	<b>Turso Cos.</b> , St. Paul, MN	\$18.50	\$18.50	-	Bruce Rankin	85	PKG 45%; SPEC 25%; INS 15%; DIG 10%	0 29 90	Private	2
245	250	<b>Robin Enterprises</b> , Westerville, OH	\$18.50	\$17.23	+7	Robin Hance	121	COM 100%	0 41 5	Private	1
247	251	<b>Cellotape Inc.</b> , Fremont, CA	\$18.00	\$17.00	+6	Peter Offermann	114	PKG 60%; SPEC 40%	0 0 29	Private	1
248	247	<b>Garlich Printing</b> , St. Louis	\$17.90	\$17.50	+2	Brad Garlich, Greg Garlich, Don Hockenbury	87	COM 40%; SPEC 30% (P.O.S., hybrid UV); DM 20%; DIG 10%	0 27 3	Private	1
249	235	<b>Fisher Group</b> , Hiawatha, IA	\$17.50	\$19.00	-8	Martin C. Fisher	100	DM 58%; INS 17%; CAT 14%; COM 11%	14 0 0	Private	1
250	251	<b>Cockrell Enovation</b> , Ft. Worth, TX	\$17.44	\$17.00	+3	John K. Cockrell	80	COM 65%; DIG 20%; DM 10%; BF 5%	10 26 10	Private	1
251	257	<b>DirectMail.com</b> , Prince Frederick, MD	\$17.31	\$16.43	+5	Kirk Swan	216	DM 100%	30 16 2	Private	3
252	336	<b>Integrity Graphics</b> , Windsor, CT	\$17.20	\$10.80	+59	Joseph E. La Valla	105	COM 60%; DM 15%; PREP 10%; DIG 10%	0 26 0	Private	2
253	275	<b>Smith Edwards Dunlap</b> , Philadelphia	\$17.00	\$15.00	+13	Jonathan Shapiro	130	COM 75%; FIN 10%; PREP 10%; NEWS 5%	9 24 0	Private	1
253	285	<b>California Offset Printers</b> , Glendale, CA	\$17.00	\$14.20	+20	William R. Rittwage	60	PUB 54%; CAT 15%; COM 15%; DM 7%	19 0 1	Private	1
255	278	<b>ASAP Printing</b> , Salt Lake City	\$16.70	\$14.90	+12	Patricia Aharonov	100	COM 100%	0 50 5	Private	3
256	269	<b>ABS Graphics</b> , Addison, IL	\$16.65	\$15.70	+6	Kenneth Vander Veen	100	COM 62%; DM 16%; DIG 15%; SPEC 7% (Fulfillment)	0 16 0	Private	1
257	255	<b>J&amp;A Printing</b> , Hiawatha, IA	\$16.60	\$16.80	-1	Scott Cadwallader	100	COM 55%; DM 40%; DIG 5%	0 24 0	Private	1
258	-	<b>Kubin-Nicholson Corp.</b> , Milwaukee	\$16.50	-	-	Mike Rees	72	COM 60%; DIG 40%	0 1 10	Private	2
258	264	<b>Impress Communications</b> , Chatsworth, CA	\$16.50	\$16.25	+2	Paul Marino	75	PKG 30%; COM 25%; CAT 20%; DM 10%	0 23 0	Private	1
258	298	<b>Hopkins Printing</b> , Columbus, OH	\$16.50	\$13.00	+27	James F. Hopkins	97	COM 44%; DM 24%; PUB 11%; DIG 11%	0 30 4	Employee	1
258	247	<b>Cedar Graphics</b> , Hiawatha, IA	\$16.50	\$17.50	-6	Hassan Igram	85	COM 35%; DM 20%; DIG 15%; CAT 10%	0 29 7	Private	1
262	271	<b>L+L Printers</b> , Carlsbad, CA	\$16.43	\$15.30	+7	Bill Anderson	145	DIG 35%; CAT 20%; COM 17%; DM 15%	0 26 23	Private	3

STERLING, VA 389 388 PURITAN PRESS, HOLLIS, NH 390 366 ELK GROVE GRAPHICS, ELK GROVE VILLAGE, IL 391 392 CORLEY PRINTING, ST. LOUIS 392 380 MERLIN PRINTING, AMITYVILLE, NY 393 390 B&W PRESS, GEORGETOWN, MA 394 391 ARGUS AVANTE GRAPHIC COMMUNICATIONS, NILES, IL 395 368 FABRICON PRODUCTS, RIVER ROUGE, MI 396 395 GARRISON PRINTING, PENNSAUKEN, NJ 397 393 BRAMKAMP PRINTING, CINCINNATI 398 398 PRINTMANAGEMENT LLC, CINCINNATI 400 346 CHROMATIC LITHOGRAPHERS, GLENDALE, CA 400 399 FORT ORANGE PRESS, ALBANY, NY 400 400 A&B PRINTING AND MAILING, LAS VEGAS, NV 401 401

CONNELLY, CHICAGO 2 2 QUAD/GRAPHICS, SUSSEX, WI 3 4 VALASSIS, LIVONIA, MI 4 3 TRANSCONTINENTAL INC., MONTREAL 5 5 CENVEO INC., STAMFORD, CT 6 6 DELUXE CORP., SHOREVIEW, MN 7 7 VERTIS COMMUNICATIONS, BALTIMORE 8 8 CONSOLIDATED GRAPHICS, HOUSTON 9 10 VISTAPRINT, LEXINGTON, MA 10 9 STANDARD REGISTER, DAYTON, OH 11 15 MULTI-COLOR CORP., BATAVIA, OH 12 11 WORKFLOW, DAYTON, OH 13 13 DST SYSTEMS, FORT WORTH, TX 14 12 ENNIS INC., MIDLOTHIAN, TX 15 14 SCHAWK INC., DES PLAINES, IL 16 16 WS PACKAGING GROUP, GREEN BAY, WI 17 17 IWCO DIRECT, CHANHASSEN, MN 18 18 BROWN PUBLISHING, WASHINGTON, DC 19 19 DEARBORN, ELK GROVE, IL 20 20 SIR SPEEDY PRINTING AND MARKETING 21 21 ALLEGRA NETWORK, PLYMOUTH, MI 22 25 ALPHAGRAPHICS, SALT LAKE CITY 23 23 ARANDELL CORP., MEMPHIS, TN 24 24 THE SOUTHERN PRINTING CO., HUNTSVILLE, TN 25 24 ARVATO AG, NEW YORK 26 28 COURIER CORP., NEW CHELSEAFIELD, MA 27 27 ST. JOSEPH COMMUNICATIONS, 28 26 FARTHCOLOR, PARSIPPAI, NJ 29 29



Ranking '11	'10	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Press Units: Web Offset, Sheetfed, Other	Ownership	Plants
263	259	<b>Design Distributors</b> , Deer Park, NY	\$16.42	\$16.38	-	Adam Avrick	100	DM 100%	84 19 0	Private	1
264	242	<b>Walton Press</b> , Monroe, GA	\$16.41	\$18.00	-9	Paul D. Hynson	105	PUB 100%	34 0 0	Private	1
265	262	<b>Toof Commercial Printing</b> , Memphis, TN Div., McFadden Communications, Memphis, TN	\$16.40	\$16.30	+1	Stillman McFadden	102	COM 60%; DM 20%; CAT 15%; BKS 5%	8 25 8	Private	2
265	245	<b>Innovation Printing &amp; Communications</b> , Philadelphia	\$16.40	\$17.80	-8	Jeff Jones	72	COM 75%; DIG 10%; DM 8%; FIN 5%	0 18 9	Private	1
267	256	<b>FLM Graphics</b> , Fairfield, NJ	\$16.20	\$16.60	-2	Frank L. Misischia	70	COM 70%; DIG 15%; CAT 10%; DM 5%	0 18 36	Private	2
267	283	<b>KM Media Group</b> , Clifton, NJ	\$16.20	\$14.41	+12	Richard Kirschenbaum	72	COM 80%; BF 10%; INS 5%; SPEC 5%	1 22 6	Private	1
269	223	<b>Balmar Inc.</b> , Falls Church, VA Sub., HBP Inc., Hagerstown, MD	\$16.00	\$20.16	-21	Jim Morgan	100	BKS 23%; COM 20%; DIG 16%; DIR 10%	0 11 15	Private	1
269	270	<b>ProGraphics Communications</b> , Atlanta	\$16.00	\$15.46	+3	John R. Pope	85	COM 45%; DM 19%; DIG 13%; PUB 10%	0 16 10	Private	1
269	265	<b>Riegel Printing</b> , Ewing, NJ	\$16.00	\$16.00	-	Kathleen Atkins	75	COM 35%; FIN 15%; DM 10%; PUB 10%	0 30 0	Private	1
269	251	<b>Velocity Print Solutions</b> , Middlebury, CT	\$16.00	\$17.00	-6	James M. Stiles	101	DIG 25%; COM 22%; CAT 20%; SPEC 10% (Fulfillment)	0 34 0	Private	3
269	265	<b>Southern California Graphics</b> , Culver City, CA	\$16.00	\$16.00	-	Tim Toomey	76	COM 69%; PREP 25%; DIG 6%	0 17 1	Private	1
274	265	<b>Omaha Print</b> , Omaha, NE	\$15.91	\$16.00	-1	Steven D. Hayes	75	DM 60%; COM 30%; DIG 10%	6 15 7	Private	1
275	344	<b>Visions Inc.</b> , Brooklyn Park, MN	\$15.90	\$10.16	+56	Jon Otto	84	COM 40%; DM 23%; DIG 13%; SPEC 5% (Mailing)	0 6 2	Private	1
276	261	<b>Data Papers</b> , Muncy, PA	\$15.86	\$16.32	-3	Jerry Wertz	77	BF 40%; DM 15%; DIG 10%; PKG 10%	44 0 15	Private	1
277	259	<b>Action Printing</b> , Fond du Lac, WI Div., Gannett Co., McLean, VA	\$15.63	\$16.38	-5	Gregg Davies	109	CAT 27%; DIR 19%; PUB 14%; SPEC 12%	14 11 3	Public	1
278	254	<b>Grafika Commercial Printing</b> , Sinking Spring, PA	\$15.54	\$16.99	-9	Bernard J. Elzer III	80	SPEC 50% ; DIG 20%; PKG 20%; COM 10%	20 14 0	Private	1
279	296	<b>Indexx Inc.</b> , Greenville, SC	\$15.50	\$13.20	+17	Jordan Finn	96	DM 25%; CAT 15%; INS 15%; COM 12%	0 18 10	Private	1
279	291	<b>Heeter Direct</b> , Canonsburg, PA	\$15.50	\$13.80	+12	Scott Heeter	85	COM 40%; DM 20%; DIG 20%; SPEC 10% (Fulfillment)	0 24 0	Private	1
281	271	<b>Central States Business Forms</b> , Dewey, OK Div., Adams Investment, Bartlesville, OK	\$15.48	\$15.30	+1	Kenneth G. Adams	133	BF 99%; SPEC 1% (Envelopes)	81 2 4	Private	2
282	274	<b>Dual Graphics</b> , Brea, CA	\$15.40	\$15.10	+2	James Joyce	83	COM 20%; DM 20%; CAT 20%; DIG 20%	0 20 1	Private	1
283	292	<b>Nowata Printing</b> , Springfield, MO Div., Community Publishers, Bentonville, AR	\$15.25	\$13.75	+11	Charles Heidelberg	95	INS 50%; NEWS 25%; CAT 10%; COM 10%	64 0 0	Private	2
284	282	<b>Cohber Press</b> , Rochester, NY	\$15.20	\$14.60	+4	Eric C. Webber	96	DIG 38%; COM 36%; DM 12%; PKG 4%	0 38 5	Private	1
285	280	<b>Bay State Envelope</b> , Mansfield, MA	\$15.17	\$14.79	+3	Russell E. Frizzell	32	PKG 90%; DIG 10%	0 1 9	Private	1
286	273	<b>EP Graphics</b> , Berne, IN Div., Dynamic Resource Group, Berne, IN	\$15.10	\$15.20	-1	Tyler N. Kitt	80	CAT 50%; PUB 41%; SPEC 5% (Fulfillment); BKS 3%	18 0 0	Private	1
287	258	<b>Amidon Graphics</b> , St. Paul, MN	\$15.09	\$16.39	-8	Karen J. Amidon	90	DM 80%; SPEC 20% (Order blank envelopes)	54 0 0	Private	1
288	265	<b>The Old Trail Printing Co.</b> , Columbus, OH	\$15.00	\$16.00	-6	Mary M. Held	89	COM 70%; DIG 15%; DM 13%; PREP 2%	0 3 27	Private	1
288	275	<b>Carter Printing</b> , Richmond, VA	\$15.00	\$15.00	-	Wayne R. Carter	110	PUB 20%; PKG 18%; CAT 15%; BKS 15%	0 23 0	Private	1
288	275	<b>Tucker Castleberry</b> , Atlanta	\$15.00	\$15.00	-	Tuck Tucker	85	COM 60%; DM 30%; PUB 10%	0 20 4	Private	2
288	298	<b>Think Patented</b> , Dayton, OH	\$15.00	\$13.00	+15	Kenneth O. Mc Nerney, Niels M. Winther	100	COM 32%; DIG 18%; DM 15%; SPEC 8% (Mailing and fulfillment; P.O.S.)	0 34 13	Private	2
288	284	<b>Etheridge Printing</b> , Dallas	\$15.00	\$14.30	+5	Howard Etheridge	85	COM 70%; DM 20%; DIG 10%	0 20 4	Private	1
288	315	<b>Envision3</b> , Bloomingdale, IL	\$15.00	\$12.20	+23	Kevin Franz	70	COM 25%; DM 25%; CAT 10%; PUB 10%	0 28 10	Private	1
288	383	<b>DreamWorks Graphic Communications</b> , Skokie, IL	\$15.00	\$7.80	+92	Daniel A. Luka	55	COM 55%; DIG 15%; DM 5%; PUB 5%	N/A	Private	1
295	310	<b>Rider Dickerson</b> , Bellwood, IL	\$14.90	\$12.30	+21	William Barta	60	COM 45%; PKG 25%; DIG 10%; PREP 10%	0 33 0	Private	1

LEGEND: BF - Business Forms; BKS - Book Manufacturing; CAT - Catalogs; COM - General Commercial Printing; DIG - Digital 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; N/A - Not Available

STERLING, VA 389 388 PURITAN PRESS, HOLLIS, NH 390 366 ELK GROVE GRAPHICS, ELK GROVE VILLAGE, IL 391 392 CORLEY PRINTING, ST. LOUIS 392 380 MERLIN PRINTING, AMITYVILLE, NY 393 390 B+W PRESS, GEORGETOWN, MA 394 391 ARGUS AVANTE GRAPHIC COMMUNICATIONS, NILES, IL 395 368 FABRICE PRODUCTS, RIVER ROUGE, MI 396 395 GARRISON PRINTING, PENNSAUKEN, NJ 397 393 BRAMKAMP PRINTING, CINCINNATI 398 398 PRINTMANAGEMENT LLC, CINCINNATI 400 346 CHROMATIC LITHOGRAPHERS, GLENDALE, CA 400 399 FORT ORANGE PRESS, ALBANY, NY 400 400 A&B PRINTING AND MAILING, LAS VEGAS, NV 401 401





Ranking '11 '10	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Press Units: Web Offset, Sheetfed, Other	Ownership	Plants	
296	281	<b>Covenant Graphics</b> , Jefferson City, MO	<b>\$14.85</b>	\$14.72	+1	J. Moore, D. Moore, D. Porter, G. Meeker	115	PUB 50%; COM 30%; DM 10%; DIG 5%	0 31 9	Private	2
297	298	<b>Neyenesch Printers</b> , San Diego	<b>\$14.45</b>	\$13.00	+11	Cliff Neyenesch, Carol A. Bentley	75	COM 100%	0 23 3	Private	1
298	285	<b>Cardinal Color Group</b> , Chicago	<b>\$14.21</b>	\$14.20	-	Patrick LeBeau	49	DM 50%; FIN 30%; DIG 10%; COM 10%	N/A	Private	2
299	371	<b>The Zenger Group</b> , Buffalo, NY	<b>\$14.16</b>	\$8.58	+65	Stephen R. Zenger	118	DM 40%; COM 30%; DIG 15%; PKG 5%	0 82 36	Private	5
300	292	<b>Vision Graphics</b> , Loveland, CO	<b>\$14.05</b>	\$13.75	+2	Mark Steputis	83	COM 30%; CAT 30%; DIG 10%; DM 10%	0 26 0	Private	2
301	287	<b>Datatel Resources</b> , Monaca, PA	<b>\$14.00</b>	\$14.00	-	Allen J. Simon	52	BF 50%; SPEC 50% (Custom jumbo rolls)	42 0 0	Private	1
301	326	<b>Best Press</b> , Addison, TX	<b>\$14.00</b>	\$11.60	+21	Wendy Kalisher	75	COM 84%; DIG 6%; SPEC 5% (Fulfillment); DM 5%	0 18 3	Private	1
301	287	<b>A&amp;M Label</b> , Wixom, MI	<b>\$14.00</b>	\$14.00	-	Jim Listerman	75	PKG 88%; DIG 10%; PREP 2%	0 0 61	Private	2
301	287	<b>John S. Swift Co.</b> , Buffalo Grove, IL	<b>\$14.00</b>	\$14.00	-	John S. Swift	80	COM 35%; DIR 25%; NEWS 20%; BKS 10%	20 16 0	Private	3
301	305	<b>Consolidated Press</b> , Seattle Sub., Washington Web, Seattle	<b>\$14.00</b>	\$12.63	+11	Gary R. Stone	70	PUB 40%; COM 15%; BKS 15%; CAT 10%	16 16 5	Private	2
306	308	<b>Tapecon Inc.</b> , Buffalo, NY	<b>\$13.90</b>	\$12.46	+12	Alan K. Davis	102	PKG 83%; SPEC 17% (Membrane keypads)	0 0 52	Private	2
306	335	<b>Franklin Press</b> , Baton Rouge, LA	<b>\$13.90</b>	\$11.00	+26	Ernest C. Seals	100	DM 90%; DIG 5%; COM 5%	8 7 4	Private	1
308	312	<b>Salem Printing</b> , Winston-Salem, NC	<b>\$13.88</b>	\$12.28	+13	Phil Kelley Jr.	79	PKG 66%; COM 16%; FIN 15%; DIG 3%	0 24 12	Private	1
309	295	<b>Heritage Solutions</b> , El Reno, OK	<b>\$13.82</b>	\$13.22	+5	David Delana	88	COM 35%; DM 30%; DIG 15%; CAT 10%	0 20 0	Private	1
310	239	<b>The Offset House</b> , Essex, VT	<b>\$13.80</b>	\$18.50	-25	John McGrath	80	DM 50%; COM 27%; CAT 15%; DIG 8%	10 13 0	Private	1
311	314	<b>Color Craft Graphic Arts</b> , Manitowoc, WI	<b>\$13.79</b>	\$12.22	+13	Steve Mirecki	56	PKG 90%; COM 10%	0 24 0	Private	1
312	313	<b>Graphic Visual Solutions</b> , Greensboro, NC	<b>\$13.44</b>	\$12.25	+10	Bryan Hall	75	COM 50%; PKG 50%	0 26 35	Private	1
313	290	<b>The Harty Press</b> , New Haven, CT	<b>\$13.42</b>	\$13.94	-4	George R. Platt	78	DM 35%; COM 35%; DIG 25%; PREP 5%	0 25 0	Private	1
314	297	<b>California Lithographers</b> , Concord, CA	<b>\$13.28</b>	\$13.10	+1	Mardjan Taheri	81	COM 46%; DM 20%; DIG 12%; SPEC 12% (Wide-format)	0 28 1	Private	1
315	328	<b>Burton &amp; Mayer</b> , Menomonee Falls, WI	<b>\$13.20</b>	\$11.50	+15	Tim Burton	77	COM 50%; SPEC 10% (Pocket folders); DM 10%; DIG 10%	0 33 7	Private	1
315	341	<b>Captiva Group</b> , Albuquerque, NM	<b>\$13.20</b>	\$10.50	+26	Tony Fernandez	90	COM 40%; SPEC 30% (P.O.S.); PKG 30%	0 23 0	Private	2
317	319	<b>Canfield &amp; Tack</b> , Rochester, NY	<b>\$13.02</b>	\$12.10	+8	Daniel J. Mahany	72	COM 65%; DM 18%; DIG 8%; CAT 6%	0 29 0	Employee	1
318	321	<b>Techprint Inc.</b> , Lawrence, MA	<b>\$13.00</b>	\$12.00	+8	Paul J. Durant	100	PKG 80%; INS 5%; DIG 5%; FIN 5%	8 20 10	Private	1
318	298	<b>Metropolitan Fine Printers</b> , Vancouver, British Columbia, Canada Div., Kallas Holding, Vancouver, Canada	<b>\$13.00</b>	\$13.00	-	Nikos Kallas	55	DM 20%; INS 20%; COM 10%; FIN 10%	0 20 0	Private	1
318	321	<b>G2 Graphic Service</b> , N. Hollywood, CA	<b>\$13.00</b>	\$12.00	+8	John C. Beard	47	COM 55%; PKG 20%; INS 10%; DIG 10%	0 21 4	Private	1
318	306	<b>Rhino Print Solutions</b> , Richmond, British Columbia, Canada	<b>\$13.00</b>	\$12.57	+3	David Allan	80	COM 40%; INS 20%; CAT 20%; PUB 10%	0 31 0	Private	2
318	294	<b>Trumbull Printing</b> , Trumbull, CT Sub., Hersam Acorn Newspapers, Ridgefield, CT	<b>\$13.00</b>	\$13.50	-4	Gustave C. Semon	100	NEWS 50%; PUB 20%; DIR 10%; COM 10%	69 0 0	Private	1
323	317	<b>Metzgers Inc.</b> , Toledo, OH	<b>\$12.91</b>	\$12.15	+6	Joe Metzger, Tom Metzger	77	COM 45%; DIG 25%; DM 15%; SPEC 10%	0 14 2	Private	1
324	370	<b>Grand Rapids Label</b> , Grand Rapids, MI	<b>\$12.85</b>	\$8.75	+47	William M. Muir	68	PKG 100%	0 0 13	Private	1
325	327	<b>PrintRunner Inc.</b> , Chatsworth, CA	<b>\$12.79</b>	\$11.55	+11	Mike Zaya	60	SPEC 50%; CAT 23%; INS 11%; PKG 7%	N/A	Private	1
326	262	<b>Westamerica Graphics</b> , Foothill Ranch, CA	<b>\$12.70</b>	\$16.30	-22	Doug Grant	54	COM 60%; DM 30%; CAT 10%	0 20 0	Private	1
327	324	<b>Paravista Inc.</b> , Piscataway, NJ	<b>\$12.60</b>	\$11.90	+6	Michael Spallucci	30	DIG 25%; DM 15%; COM 15%; PKG 15%	0 13 8	Private	1
328	307	<b>Pazazz</b> , Montreal	<b>\$12.50</b>	\$12.50	-	Warren Werbitt	70	COM 50%; DIG 20%; PKG 10%; CAT 10%	0 12 8	Private	1
329	360	<b>Litho Press</b> , Indianapolis	<b>\$12.33</b>	\$9.33	+32	Bernie Lacy	28	PKG 80%; SPEC 20% (P.O.P. displays)	N/A	Private	1
330	323	<b>Vox Printing</b> , Oklahoma City	<b>\$12.25</b>	\$11.97	+2	LaVerna Reid	50	COM 76%; DIG 20%; PREP 2%; INS 1%	33 1 5	Private	1
331	279	<b>Daily Printing</b> , Plymouth, MN	<b>\$12.20</b>	\$14.80	-18	R. Peter Jacobson	75	COM 70%; DIG 15%; DM 15%	0 26 3	Employee	1
332	381	<b>5 Day Business Forms Mfg.</b> , Anaheim, CA	<b>\$12.10</b>	\$7.90	+53	Leslie Messick	59	BF 100%	38 0 0	Private	2



Ranking '11	'10	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Press Units: Web Offset, Sheetfed, Other	Ownership	Plants
332	333	Interprint Web & Sheet Fed, Clearwater, FL Sub., Morten Enterprises, Clearwater, FL	\$12.10	\$11.30	+7	James E. Morten	101	PUB 50%; CAT 20%; INS 10%; DIR 10%	12 9 0	Private	3
334	319	Professional Printers, W. Columbia, SC	\$12.05	\$12.10	-	Jimmy Kohn	85	COM 55%; CAT 20%; DM 15%; DIG 10%	0 21 1	Private	1
335	357	Print NW, Tacoma, WA	\$12.04	\$9.60	+25	Jeffery Beardemphl	98	COM 67%; SPEC 18% (Wide-format); DIG 15%	0 18 0	Private	1
336	346	O'Neil Printing, Phoenix	\$12.00	\$10.00	+20	Anthony Narducci	76	COM 25%; PUB 20%; BKS 20%; DIG 13%	0 20 5	Employee	1
336	378	Dolce Brothers Printing, Maywood, NJ	\$12.00	\$8.00	+50	Glenn Dolce	30	COM 50%; FIN 25%; DM 25%	0 20 0	Private	1
338	318	Worldwide Ticketcraft, Boynton Beach, FL	\$11.95	\$12.14	-2	Erik Covitz	90	SPEC 70% (Tickets); DIG 30%	0 3 27	Private	2
339	328	Colorado Printing, Grand Junction, CO	\$11.89	\$11.50	+3	Michael Antonucci	87	CAT 40%; DM 30%; COM 20%; DIG 10%	0 18 0	Private	1
340	339	Kelmescott Communications, Aurora, IL	\$11.80	\$10.60	+11	Scott Voris	85	COM 45%; DIG 30%; DM 15%; SPEC 10%	N/A	Private	3
341	343	La Crosse Graphics, La Crosse, WI	\$11.78	\$10.18	+16	Tim Morgan	84	COM 95%; SPEC 5% (Large-format)	6 25 2	Private	1
342	328	Meridian Graphics, Tustin, CA	\$11.75	\$11.50	+2	David Melin	58	COM 100%	0 14 0	Private	1
343	315	Jacob North Printing, Lincoln, NE Sub., Calico Inc., Lincoln, NE	\$11.70	\$12.20	-4	Charles Calhoun	84	COM 50%; DM 27%; INS 9%; PUB 5%	16 18 8	Private	1
344	310	McCormick-Armstrong Co., Wichita, KS	\$11.50	\$12.30	-7	Jacob W. Shaffer	80	COM 63%; CAT 10%; INS 8%; DM 7%	10 6 0	Private	2
344	303	Franklin Communications, Miami	\$11.50	\$12.90	-11	Peter J. Dunne	75	COM 28%; CAT 16%; DM 15%; DIG 15%	12 20 8	Private	1
344	328	HighRoad Press, New York	\$11.50	\$11.50	-	Hallie Satz	48	COM 50%; DM 15%; PUB 10%; INS 10%	0 12 0	Private	1
347	309	Econoprint, Verona, WI	\$11.44	\$12.31	-7	David Roloff	76	COM 39%; DIG 20%; DM 15%; SPEC 9% (Web/design)	0 27 11	Private	1
348	298	Gator Communications Group, Fairfield, NJ	\$11.38	\$13.00	-12	Richard Bitetti	54	DM 30%; BKS 20%; PKG 15%; COM 10%	0 30 2	Private	2
349	334	Edwards Graphic Arts, Des Moines, IA	\$11.34	\$11.19	+1	James Edwards III	78	COM 70%; DM 20%; FIN 5%; PKG 5%	0 18 2	Private	2
350	332	Webb Communications, Williamsport, PA	\$11.16	\$11.34	-2	Mark P. Lundberg	48	NEWS 28%; PUB 26%; CAT 14%; COM 11%	29 0 0	Private	1
351	346	Gintzler Graphics, Buffalo, NY	\$11.00	\$10.00	+10	Franklin J. Nice	54	PKG 100%	0 0 72	Private	1
351	304	Todd Allan Printing, Beltsville, MD	\$11.00	\$12.78	-14	Allan Kullen	65	COM 92%; DIG 8%	0 6 4	Private	1
353	345	Lithocraft Co., Anaheim, CA	\$10.98	\$10.11	+9	Bradley Thurman	70	COM 60%; CAT 15%; DM 13%; PKG 12%	0 20 0	Private	1
354	338	Fine Line Graphics, Columbus, OH	\$10.70	\$10.70	-	James M. Basch	52	COM 50%; DM 20%; CAT 15%; PUB 10%	0 22 1	Private	1
354	353	Creative Printing, Merriam, KS	\$10.70	\$9.91	+8	Sheryl K. Leavey	38	SPEC 50% (P.O.P. signage); DIG 25%; COM 25%	0 4 14	Private	1
356	325	K&D Graphics, Printing and Packaging, Orange, CA	\$10.40	\$11.72	-11	Don Chew	46	PKG 70%; COM 17%; DM 4%; CAT 4%	4 29 0	Private	1
357	369	Graphic Dimensions, Austell, GA	\$10.34	\$8.79	+18	Jay Scammell	85	FIN 55%; BF 30%; COM 10%; DM 5%	52 16 0	Private	3
358	361	Crossmark Graphics, New Berlin, WI	\$10.30	\$9.30	+11	Tammy Rechner	50	COM 100%	0 17 0	Private	1
359	359	Diversified Printers, La Mirada, CA	\$10.10	\$9.47	+7	Kenneth Bittner, Gerald Tominaga	65	COM 35%; BKS 20%; CAT 15%; INS 10%	18 6 0	Private	1
359	394	Benson Integrated Marketing Solutions, Ball Ground, GA	\$10.10	\$6.70	+51	Brian Benson	67	SPEC 100% (Marketing materials)	N/A	Private	1
361	366	McCourt Label, Lewis Run, PA	\$10.00	\$8.90	+12	David G. Ferguson	72	SPEC 50%; PKG 30%; DM 20%	0 0 8	Private	1
361	341	Rose Printing, Tallahassee, FL	\$10.00	\$10.50	-5	Charles Rosenberg	60	BKS 58%; PUB 30%; CAT 5%; COM 5%	13 9 0	Private	1
361	346	Shelton-Turnbull, Eugene, OR	\$10.00	\$10.00	-	Barry Miller	70	COM 50%; BF 25%; DIG 10%; DM 10%	5 10 10	Employee	1
361	346	ATL, Menomonee Falls, WI	\$10.00	\$10.00	-	Donald Dobert	48	SPEC 50%; DM 25%; PKG 25%	N/A	Private	1
365	346	Delzer Lithograph, Waukesha, WI	\$9.80	\$10.00	-2	Eric Delzer	75	COM 50%; DIG 35%; SPEC 15% (Wide-format, fulfillment)	5 14 0	Private	1
365	377	Shawmut Printing, Danvers, MA	\$9.80	\$8.10	+21	Dominick C. Peluso	50	COM 50%; DM 40%; DIG 10%	N/A	Private	1
365	362	Watkins Lithographic, North Kansas City, MO	\$9.80	\$9.20	+7	Eddy Watkins	50	COM 70%; DIG 10%; CAT 10%; DM 10%	10 80 10	Private	1
368	386	Team Concept Printing & Thermography, Carol Stream, IL	\$9.65	\$7.50	+29	Anthony Rouse	55	COM 72%; DIG 15%; DM 5%; SPEC 3%	0 10 2	Private	1

LEGEND: BF - Business Forms; BKS - Book Manufacturing; CAT - Catalogs; COM - General Commercial Printing; DIG - Digital 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; N/A - Not Available



Ranking '11	'10	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Press Units: Web Offset, Sheetfed, Other	Ownership	Plants
369	362	<b>The Merrick Printing Co.</b> , Louisville, KY Div., Merrick Industries, Louisville, KY	<b>\$9.60</b>	\$9.20	+4	M. David Merrick	68	COM 60%; CAT 20%; INS 10%; PUB 10%	4 13 8	Private	1
369	357	<b>Cavanaugh Press</b> , Baltimore	<b>\$9.60</b>	\$9.60	-	Robert C. Atwell	65	COM 40%; DM 30%; BKS 10%; INS 10%	0 16 5	Private	2
371	339	<b>Global Group</b> , Fort Worth, TX	<b>\$9.50</b>	\$10.60	-10	Jim Wolf	69	COM 53%; PKG 30%; DIG 13%; BKS 2%	4 30 0	Private	1
371	354	<b>Barton &amp; Cooney</b> , Burlington, NJ	<b>\$9.50</b>	\$9.90	-4	Patrick M. Doyle	49	DM 40%; DIG 40%; INS 10%; FIN 5%	5 0 6	Private	1
371	365	<b>Premier Printing and Mailing</b> , Stratford, CT	<b>\$9.50</b>	\$9.00	+6	Tim Cicchese	50	COM 35%; DIG 25%; DM 10%; PREP 5%	0 4 6	Private	1
374	376	<b>Acculink</b> , Greenville, NC	<b>\$9.40</b>	\$8.13	+16	Tom O'Brien, Lindsay Gray	62	DIG 45%; BKS 30%; COM 15%; DIR 5%	1 8 6	Private	1
374	346	<b>Fineline Printing Group</b> , Indianapolis	<b>\$9.40</b>	\$10.00	-6	Richard Miller	55	COM 33%; DIG 19%; SPEC 16%; DM 11%	0 42 15	Private	1
376	356	<b>Ambrose Printing</b> , Nashville, TN	<b>\$9.30</b>	\$9.70	-4	John L. Ambrose III	60	COM 30%; DIR 20%; PUB 10%; CAT 10%	8 19 0	Private	1
376	372	<b>ArborOakland Group</b> , Royal Oak, MI	<b>\$9.30</b>	\$8.50	+9	Don Kirkland	57	DM 30%; PUB 15%; DIG 15%; SPEC 10%	12 10 5	Private	1
378	364	<b>Magna IV Communications</b> , Little Rock, AR	<b>\$9.10</b>	\$9.10	-	Patricia Middleton	45	COM 35%; BKS 30%; DIG 20%; SPEC 15% (Wide-format)	0 14 4	Private	1
379	336	<b>Stylecraft Printing</b> , Canton, MI	<b>\$9.00</b>	\$10.80	-17	Richard A. Pesci	55	BF 82%; COM 16%; PKG 2%	32 14 0	Private	3
380	388	<b>Brilliant Graphics</b> , Exton, PA	<b>\$8.50</b>	\$7.20	+18	Bob Tursack	40	CAT 35%; COM 30%; BKS 25%; DM 10%	0 13 4	Private	1
381	355	<b>Associates International</b> , Wilmington, DE	<b>\$8.30</b>	\$9.79	-15	Charles L. Copeland	54	COM 32%; INS 30%; DM 20%; BKS 18%	0 16 6	Private	2
382	374	<b>Hagg Press</b> , Elgin, IL	<b>\$8.24</b>	\$8.37	-2	Kern W. Hagg Jr.	60	BKS 38%; COM 25%; PUB 10%; DM 5%	10 27 2	Private	1
383	386	<b>Haig Graphic Communications</b> , Hauppauge, NY	<b>\$8.10</b>	\$7.50	+8	James Kalousdian	45	COM 100%	6 13 0	Private	1
384	381	<b>Dupli-Systems Inc.</b> , Strongsville, OH	<b>\$8.04</b>	\$7.90	+2	Bud Eldridge	65	N/A	0 11 0	Private	1
385	378	<b>Foster Printing Service</b> , Michigan City, IN	<b>\$8.00</b>	\$8.00	-	Nicholas Griswold	65	COM 60%; DM 15%; CAT 10%; PUB 10%	5 14 1	Private	1
386	375	<b>Reflections Inc.</b> , Minneapolis	<b>\$7.95</b>	\$8.34	-5	Chris Clemens	53	COM 50%; DM 25%; DIG 15%; SPEC 10% (Wide-format)	0 22 3	Private	1
387	385	<b>Hi-Tech Printing</b> , Fairfield, OH	<b>\$7.65</b>	\$7.64	-	Robert P. Dillingham	28	PKG 100%	18 5 3	Private	1
388	373	<b>ColorCraft of Virginia</b> , Sterling, VA	<b>\$7.60</b>	\$8.40	-10	Jim Mayes	35	COM 100%	0 16 0	Private	1
389	388	<b>Puritan Press</b> , Hollis, NH	<b>\$7.55</b>	\$7.20	+5	Kurt Peterson	62	COM 45%; DM 10%; PUB 10%; CAT 10%	0 18 6	Private	1
390	366	<b>Elk Grove Graphics</b> , Elk Grove Village, IL	<b>\$7.20</b>	\$8.90	-19	Tom Stanley	45	COM 40%; INS 20%; CAT 20%; DM 20%	0 23 2	Private	1
391	392	<b>Corley Printing</b> , St. Louis	<b>\$7.15</b>	\$6.90	+4	Walker Deibel	35	BKS 95%; DIG 5%	6 4 3	Private	1
392	380	<b>Merlin Printing</b> , Amityville, NY	<b>\$7.10</b>	\$7.92	-10	Steven Vid	35	INS 80%; DIG 10%; SPEC 10% (Wide-format)	12 0 2	Private	1
393	390	<b>B&amp;W Press</b> , Georgetown, MA	<b>\$6.97</b>	\$7.13	-2	Paul J. Beegan	47	DM 55%; CAT 25%; NEWS 15%; PREP 5%	44 0 0	Private	1
394	391	<b>Argus Avante Graphic Communications</b> , Niles, IL	<b>\$6.84</b>	\$7.00	-2	Jory Siegel	50	COM 65%; DIG 25%; PREP 5%; DM 5%	0 22 4	Private	1
395	368	<b>Fabricon Products</b> , River Rouge, MI	<b>\$6.60</b>	\$8.80	-25	Bruce L. Dinda	25	PKG 100%	N/A	Private	1
396	395	<b>Garrison Printing</b> , Pennsauken, NJ	<b>\$6.50</b>	\$6.20	+5	Dan Garrison, Jake Garrison	38	COM 100%	0 15 0	Private	1
397	393	<b>Bramkamp Printing</b> , Cincinnati	<b>\$6.40</b>	\$6.75	-5	Larry Kuhlman	30	COM 75%; DIG 25%	0 6 2	Private	1
398	398	<b>PrintManagement LLC</b> , Cincinnati	<b>\$6.14</b>	\$5.65	+9	Joe Desch	41	DIG 55%; BKS 16%; DM 15%; COM 8%	0 4 3	Private	1
400	346	<b>Chromatic Lithographers</b> , Glendale, CA	<b>\$6.00</b>	\$10.00	-40	Richard Sevigny	50	COM 50%; PKG 30%; SPEC 10%; CAT 5%	0 26 0	Private	2
400	399	<b>Fort Orange Press</b> , Albany, NY	<b>\$6.00</b>	\$5.60	+7	Robert F. Witko	45	COM 100%	0 16 0	Private	1
400	400	<b>A&amp;B Printing and Mailing</b> , Las Vegas	<b>\$6.00</b>	\$5.50	+9	Kathy Gillespie	38	COM 53%; DM 20%; DIG 15%; PKG 10%	0 5 2	Private	1

## NOT LISTED?

Should your company have appeared on this ranking? If so, we want to know for next year's listing. Write to: PRINTING IMPRESSIONS, Attn: Special Projects Editor, 1500 Spring Garden St., 12th Floor, Philadelphia, PA 19130.

The 2011 PRINTING IMPRESSIONS 400 ranking was compiled and edited by Julie Greenbaum, Associate Editor.