

Ranking		Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Press Units:				
'12	'11								Web Offset	Sheetfed	Other	Ownership	Plants
1	1	RR Donnelley, Chicago	\$10,611.00	\$10,018.90	+6	Thomas J. Quinlan III	58,000	N/A		N/A		Pub	175
2	2	Quad/Graphics, Sussex, WI	\$4,325.00	\$4,399.00	-2	Joel Quadracci	22,000	SPEC 21%; CAT 20%; PUB 19%; INS 17%; BKS 7%		N/A		Pub	51
3	3	Valassis, Livonia, MI	\$2,236.00	\$2,333.50	-4	Rob Mason	7,000	N/A	61	0	0	Pub	3
4	4	TC Transcontinental Printing, Montreal	\$2,053.52	\$2,038.15	+1	Francois Olivier	10,000	INS 34%; NEWS 22%; PUB 18%; COM 16%; BKS 10%		N/A		Pub	30
5	5	Cenveo Inc., Stamford, CT	\$1,909.00	\$1,708.00	+12	Robert G. Burton Sr.	8,969	SPEC 45% (Labels, envelopes); COM 20%; PKG 15%	417	511	248	Pub	73
6	6	Deluxe Corp., Shoreview, MN	\$1,417.60	\$1,402.24	+1	Lee Schram	5,565	SPEC 86% (Checks, Website design, SEM, SEO); BF 14%		N/A		Pub	16
7	7	Consolidated Graphics, Houston	\$1,045.20	\$1,054.00	-1	Joe R. Davis	5,487	COM 42%; SPEC 32%; DM 10%; CAT 6%; PKG 5%	275	1,300	1,080	Pub	70
8	8	Vistaprint, Lexington, MA Div., Vistaprint N.V., Venlo, Netherlands	\$1,020.30	\$817.00	+25	Robert Keane	3,700	SPEC 100%		N/A		Pub	3
9	10	Multi-Color Corp., Batavia, OH	\$675.00	\$650.00	+4	Nigel Vincombe	1,300	PKG 100%	0	13	114	Pub	14
10	9	Standard Register, Dayton, OH	\$648.11	\$668.00	-3	Joseph Morgan	2,700	SPEC 55%; BF 45%	272	54	321	Pub	29
11	12	DST Output, El Dorado Hills, CA Sub., DST Systems, Kansas City, MO	\$609.80	\$564.00	+8	Steve Towle	2,800	SPEC 100%		N/A		Pub	3
12	13	Ennis Inc., Midlothian, TX	\$517.00	\$550.00	-6	Keith S. Walters	5,800	SPEC 41%; BF 40%; FIN 13%; COM 6%		N/A		Pub	56
13	11	WorkflowOne, Dayton, OH	\$502.40	\$580.69	-13	Tim Tatman	1,900	BF 36%; COM 23%; SPEC 22% (Promotional products, logistic services); PKG 10%	220	54	122	Prv	13
14	14	Schawk Inc., Des Plaines, IL	\$455.30	\$460.60	-1	David A. Schawk	3,000	N/A		N/A		Pub	48
15	15	WS Packaging Group, Green Bay, WI	\$441.73	\$442.45	-	Rex Lane	1,691	PKG 89%; SPEC 9%; DM 2%	80	66	1,392	Prv	21
16	17	Brown Printing, Waseca, MN Parent: Gruner + Jahr, Hamburg, Germany	\$421.00	\$382.00	+10	Volker Petersen	2,200	PUB 70%; CAT 30%	175	0	0	Prv	3
17	16	IWCO Direct, Chanhausen, MN	\$390.00	\$386.00	+1	James N. Andersen	2,250	DM 100%	163	14	72	Prv	6
18	18	Fort Dearborn, Elk Grove, IL	\$350.00	\$350.00	-	Jeff Brezek	1,250	PKG 100%		N/A		Prv	10
19	19	Sir Speedy Printing and Marketing Services, Mission Viejo, CA Div., Franchise Services (FSI), Mission Viejo, CA	\$337.00	\$332.00	+2	Richard Lowe	N/A	COM 25%; DM 20% SPEC 40%; PREP 10%; BKS 5%		N/A		Prv	372
20	20	Allegra Network, Plymouth, MI	\$292.00	\$291.10	-	Carl Gerhardt	2,000	COM 40%; SPEC 20%; DM 20%; BF 10%; PREP 10%	0	750	1,500	Prv	465
21	21	AlphaGraphics, Salt Lake City Parent: BC Alpha LLC, Chevy Chase, MD	\$289.99	\$276.30	+5	Art Coley	2,000	SPEC 61%; COM 20%; PKG 10%; PREP 8%; DM 1%		N/A		Prv	284
22	22	Arandell Corp., Menomonee Falls, WI	\$271.00	\$271.00	-	F.E. Treis	698	CAT 93%; PUB 4%; PREP 3%	36	0	0	Prv	1
23	23	The Sheridan Group, Hunt Valley, MD	\$264.90	\$266.20	-	John A. Saxton	1,419	PUB 55%; CAT 25%; BKS 20%		N/A		Prv	5
24	24	Courier Corp., N. Chelmsford, MA	\$259.40	\$257.14	+1	James F. Conway III	1,568	BKS 100%	62	37	33	Pub	5
25	27	Trend Offset Printing, Los Alamitos, CA	\$247.80	\$236.00	+5	Anthony J. Lienau	937	PUB 50%; INS 30%; CAT 10%; DIR 10%	182	6	0	Prv	3
26	28	J.J. Keller & Associates, Neenah, WI	\$243.00	\$218.00	+11	James J. Keller	1,200	PUB 50%; BKS 30%; DM 10%; BF 10%	20	8	7	Prv	1
27	25	St. Joseph Communications, Concord, Ontario, Canada	\$240.00	\$250.00	-4	Tony Gagliano	1,500	PUB 40%; CAT 15%; INS 15%; DM 10%; COM 10%	65	53	0	Prv	3
28	26	EarthColor, Parsippany, NJ	\$227.00	\$242.00	-6	Robert Kashan	650	COM 38%; DM 25%; INS 20%; PREP 10%; PKG 5%	34	94	50	Prv	7
29	29	Canadian Bank Note, Ottawa	\$185.00	\$194.00	-5	Doug Arends	1,200	SPEC 100%		N/A		Prv	3
30	32	SG360°, a Segerdahl Co., Wheeling, IL	\$178.00	\$160.00	+11	Rick Joutras	300	DM 60%; SPEC 30%; COM 10%	58	21	6	Emp	3
31	36	BELMARK Inc., DePere, WI	\$173.00	\$137.00	+26	Karl A. Schmidt	550	PKG 100%	5	0	22	Prv	4
32	34	Imagine! Print Solutions, Minneapolis	\$172.05	\$157.01	+10	Robert J. Lothenbach	850	SPEC 51% (P-O-P); COM 25%; PKG 23%; PREP 1%	0	58	147	Prv	1
33	30	Publishers Press, Shepherdsville, KY	\$168.00	\$164.00	+2	Nicholas X. Simon	1,500	PUB 95%; COM 4%; PKG 1%	129	10	20	Prv	2
34	31	MacNaughton Lithograph/ Command Web Offset, Secaucus, NJ	\$166.00	\$163.00	+2	Andrew Merson	625	BKS 50%; SPEC 20%; DIR 15%; FIN 10%; CAT 5%	31	12	16	Prv	5
35	32	DG3 Diversified Global Graphics Group, Jersey City, NJ	\$150.00	\$160.00	-6	Thomas Saggiomo	700	FIN 45%; COM 35%; SPEC 15%; INS 5%		N/A		Prv	5

Legend: 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; N/A – Not Available

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36	35 Walsworth Publishing, Marceline, MO	\$148.90	\$143.65	+4	Don O. Walsworth	1,250	BKS 66%; PUB 27%; CAT 7%	51	76	13	Prv	3
37	40 Freedom Graphic Systems, Milton, WI	\$143.50	\$120.50	+19	Martin Liebert	560	DM 83%; SPEC 13%; COM 5%	26	0	12	Prv	4
38	46 Vomela Specialty Co., St. Paul, MN	\$135.00	\$100.00	+35	Thomas L. Auth	900	SPEC 100% (Retail, fleet and OEM)	0	0	143	Prv	15
39	37 Japs-Olson Co., St. Louis Park, MN	\$134.43	\$126.85	+6	Michael W. Beddor	640	DM 80%; CAT 10%; COM 10%	114	42	8	Prv	1
40	38 Serigraph Inc., West Bend, WI	\$130.00	\$125.00	+4	Sean Torinus	1,000	SPEC 100%		N/A		Prv	8
41	48 OneTouchPoint Corp., Oak Brook, IL	\$127.00	\$95.00	+34	Tom Simunek	800	SPEC 55%; COM 45%	2	41	70	Prv	11
42	- Gannett Publishing Services, McLean, VA	\$125.00	-	-	Evan Ray	8,000	NEWS 75%; INS 10%; SPEC 10%; PUB 5%	500	10	0	Pub	41
43	- Sandy Alexander, Clifton, NJ Div., Mickelberry Communications, New York	\$123.00	-	-	Mike Graff	225	COM 40%; DM 23%; SPEC 17% (Wide-format, retail visual merchandising)	39	22	42	Prv	2
43	38 Lithographix Inc., Hawthorne, CA	\$123.00	\$125.00	-2	Herb Zebrack	300	SPEC 35% (Wide-format and retail); COM 25%; CAT 10%	14	38	68	Prv	1
45	41 Universal/Wilde, Westwood, MA	\$122.00	\$116.00	+5	Bill Fitzgerald	422	SPEC 28%; COM 28%; FIN 20%; DM 12%; BKS 5%	58	74	37	Prv	5
46	60 Edwards Brothers Malloy, Ann Arbor, MI	\$115.00	\$80.00	+44	John J. Edwards	900	BKS 90%; PUB 10%	48	49	48	Prv	11
47	50 MPI Label Systems, Sebring, OH	\$113.00	\$94.00	+20	Randy L. Kocher	560	PKG 90%; SPEC 10%	0	0	57	Prv	9
48	42 PIP Printing and Marketing Services, Mission Viejo, CA Div., Franchise Services (FSI), Mission Viejo, CA	\$111.65	\$110.00	+2	Richard Lowe	N/A	SPEC 40%; COM 25%; DM 20%; PREP 10%; BKS 5%		N/A		Prv	110
49	43 Creel Printing, Las Vegas	\$108.50	\$109.50	-1	Allan Creel	425	CAT 40%; PUB 30%; COM 17%; SPEC 10%	81	14	0	Prv	4
50	44 Taylor Publishing, Dallas Sub., American Achievement, Austin, TX	\$106.00	\$108.20	-2	Steven Parr	390	BKS 100%	0	74	0	Prv	1
51	46 Hess Print Solutions, Brimfield, OH	\$100.00	\$100.00	-	Douglas L. Mann	620	BKS 40%; CAT 40%; PUB 20%		N/A		Prv	2
52	45 The MATLET Group, Pawtucket, RI	\$99.00	\$105.00	-6	Gary Stiffler	410	PKG 45%; COM 40%; SPEC 15%	12	67	0	Prv	3
53	62 Rohrer Corp., Wadsworth, OH	\$96.20	\$77.19	+25	Scot D. Adkins	490	PKG 100%	11	87	2	Prv	6
54	51 Strine Printing, York, PA	\$95.20	\$93.80	+1	Michael A. Strine	425	PKG 40%; SPEC 30% (P-O-P/P-O-S); COM 25%; DM 5%	0	79	12	Prv	1
55	56 4over Inc., Glendale, CA	\$95.10	\$85.40	+11	Zarik Megerdichian	695	SPEC 60%; DM 16%; CAT 15%; INS 9%	0	24	0	Prv	8
56	53 Smyth Cos. LLC, St. Paul, MN	\$95.00	\$90.00	+6	John Hickey	350	PKG 98%; COM 2%	0	60	88	Prv	5
56	98 The Lowe-Martin Group, Ottawa	\$95.00	\$47.00	+102	Ward Griffin	570	PUB 45%; COM 27%; SPEC 16%; DM 6%; BKS 5%	20	50	4	Prv	3
58	75 American Litho, Carol Stream, IL	\$93.40	\$62.15	+50	Michael Fontana	320	DM 40%; INS 20%; CAT 20%; PKG 15%; SPEC 5%	51	12	0	Prv	1
59	52 BCT, Fort Lauderdale, FL	\$88.00	\$93.00	-5	Peter Posk	700	COM 100%	0	380	0	Prv	45
60	49 Hammer Packaging, W. Henrietta, NY	\$87.13	\$94.40	-8	James E. Hammer	450	PKG 100%	17	53	29	Prv	2
61	55 Henry Wurst Inc., N. Kansas City, MO	\$85.13	\$86.61	-2	Michael S. Wurst	270	COM 35%; DM 22%; SPEC 12%; FIN 11%; CAT 10%	13	44	36	Prv	2
62	71 Tweddle Group, Clinton Township, MI	\$84.78	\$65.00	+30	Andrew M. Tweddle	405	PUB 95%; CAT 5%		N/A		Prv	2
63	68 Mimeo.com, New York	\$82.22	\$66.96	+23	Adam Slutsky	608	COM 56%; SPEC 18% (Photo publishing); FIN 8%; BKS 8%	0	0	63	Prv	3
64	57 UNIMAC Graphics, Carlstadt, NJ	\$82.00	\$85.00	-4	George Amann	248	COM 40%; PKG 35%; INS 10%; DM 10%; PUB 5%	14	52	0	Prv	2
65	58 IntegraColor, Mesquite, TX	\$80.00	\$83.50	-4	Larry C. King	380	COM 50%; PKG 40%; SPEC 10%	18	72	73	Prv	3
66	61 National Graphics, N. Branford, CT	\$78.30	\$78.30	-	Nicholas M. Napoli	341	DM 60%; COM 30%; BF 5%; INS 5%	70	17	0	Prv	3
67	59 Specialty Print Communications, Niles, IL	\$78.20	\$81.25	-4	Adam M. LeFebvre	330	DM 45%; INS 30%; COM 25%	30	22	14	Prv	3
68	64 Rock Communications/Colorfx Inc., Newton, IA	\$78.10	\$74.80	+4	Jon Troen	500	N/A		N/A		Prv	4
69	65 Nosco, Gurnee, IL Sub., Holden Industries, Deerfield, IL	\$78.00	\$74.00	+5	Russell Haraf	485	PKG 95%; COM 5%	0	22	123	Emp	3
70	79 Phoenix Lithographing, Philadelphia	\$76.00	\$59.00	+29	Barry Green	163	COM 32%; DM 25%; PKG 11%; INS 9%; BF 7%; FIN 7%	49	42	4	Prv	3
71	69 Publication Printers, Denver	\$75.60	\$66.13	+14	Gary Rosenberg	357	PUB 40%; DM 30%; CAT 20%; COM 10%	31	0	0	Prv	1
72	63 Friesens Corp., Altona, Manitoba, Canada	\$75.00	\$75.00	-	Curwin W. Friesen	525	BKS 95%; SPEC 5%	4	42	0	Emp	3

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2012 PRINTING IMPRESSIONS  
**400**

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								Web Offset	Sheetfed	Other	Ownership	Plants
72	54 Direct Connect Group, Cleveland	\$75.00	\$88.64	-15	Robert A. Durham	525	COM 47%; DM 20%; SPEC 10%; PUB 10%; INS 9%	28	108	64	Prv	7
74	67 National Print Group, Chattanooga, TN	\$72.50	\$72.00	+1	Phil Harris	400	SPEC 90%; PREP 5%; COM 5%	0	24	30	Prv	3
75	89 O'Neil Data Systems, Los Angeles Sub., Data Analysis, Los Angeles	\$69.50	\$51.50	+35	James T. Lucanish	210	SPEC 78%; DM 15%; CAT 3%; NEWS 2%; PUB 2%	22	5	10	Prv	2
75	76 American Spirit Graphics, Minneapolis	\$69.50	\$62.00	+12	A. Oscar Carlson	311	DM 40%; COM 40%; INS 20%	60	22	4	Prv	4
77	74 Flower City Printing, Rochester, NY	\$66.61	\$62.19	+7	William Oliveri	321	PKG 70%; COM 10%; PREP 10%; CAT 4%; DM 3%	0	58	34	Prv	3
78	72 Southwest Offset Printing, Gardena, CA	\$65.00	\$64.70	-	Ryan McDonald	450	NEWS 40%; PUB 40%; COM 20%	200	0	0	Prv	2
79	73 Pictorial Corp., Carlstadt, NJ	\$64.45	\$63.80	+1	M. Samuels, D. Samuels, L. Samuels, G. Samuels	200	COM 65%; INS 25%; SPEC 10% (Pharma)	25	23	0	Prv	1
80	78 The John Roberts Co., Minneapolis	\$61.00	\$59.90	+2	Michael R. Keene	281	COM 60%; INS 20%; CAT 10%; DM 10%	30	26	5	Prv	1
81	77 Continental Web Press, Itasca, IL	\$60.50	\$60.50	-	Diane K. Field	300	CAT 75%; DM 25%	48	0	0	Prv	2
82	70 Outlook Group, Neenah, WI	\$60.00	\$65.30	-8	John Cappy	300	PKG 79%; DM 21%	0	23	79	Prv	1
83	81 JohnsByrne Co., Niles, IL	\$59.21	\$58.41	+1	Corey Gustafson	225	PKG 50%; DM 20%; COM 20%; SPEC 10%	0	32	0	Prv	3
84	97 LGraphico, Burbank, CA	\$58.30	\$47.11	+24	Dan Stillwell	231	COM 35%; PREP 33%; SPEC 25%; PKG 5%; INS 2%	0	12	12	Prv	1
85	102 Grandville Printing, Grandville, MI	\$57.29	\$44.31	+29	Jeffrey C. Brewer	300	INS 68%; SPEC 26% (Digital printing); COM 6%	56	22	8	Prv	1
86	90 Worzalla Publishing, Stevens Point, WI	\$56.50	\$51.10	+11	James H. Fetherston	275	BKS 90%; DIR 10%	11	19	6	Emp	1
87	87 GLS Cos., Brooklyn Park, MN	\$54.20	\$53.00	+2	Gary L. Garner	310	DM 40%; COM 40%; SPEC 20%	6	32	12	Prv	3
88	84 Meyers, Minneapolis	\$54.00	\$54.00	-	David Dillon	250	SPEC 90%; PKG 10%		N/A		Prv	1
89	88 NPC Inc., Claysburg, PA	\$53.43	\$51.62	+4	Mark Barnhart	439	BKS 59%; SPEC 26%; BF 15%	24	4	7	Prv	2
90	91 Werthan Packaging, White House, TN	\$53.00	\$51.00	+4	Donald P. Belmont	270	PKG 100%	0	0	31	Prv	2
91	82 Diamond Packaging, Rochester, NY	\$52.90	\$57.02	-7	K. Fichter, K. Werner	230	PKG 100%	0	29	6	Prv	2
92	85 Wright Business Graphics, Portland, OR	\$52.16	\$53.40	-2	Jim Wright	285	BF 81%; SPEC 9%; COM 5%; DM 3%; CAT 2%	113	13	9	Prv	5
93	80 FCL Graphics, Harwood Heights, IL	\$52.00	\$58.91	-12	Steve Flood	151	DM 70%; COM 15%; INS 10%; CAT 5%	23	18	4	Prv	1
93	106 Kirkwood Printing, Wilmington, MA	\$52.00	\$43.00	+21	Bob Coppinger	160	COM 50%; DM 30%; CAT 10%; BKS 5%; FIN 5%	0	26	10	Prv	2
95	118 Classic Graphics, Charlotte, NC	\$50.45	\$39.02	+29	David Pitts	223	COM 45%; FIN 20%; DM 20%; CAT 10%; PKG 5%	0	32	27	Prv	2
96	94 AFL Web Printing, Voorhees, NJ	\$50.10	\$49.00	+2	Antoinette Franceschini	251	NEWS 45%; PUB 45%; COM 10%	197	0	0	Prv	2
97	92 K/P Corp., San Leandro, CA	\$50.00	\$50.00	-	Joe Atturio	330	COM 26%; DM 25%; SPEC 25%; FIN 10%; BF 4%; INS 3%	15	58	20	Prv	7
97	- Webcrafters Inc., Madison, WI	\$50.00	-	-	Jac B. Garner	400	BKS 97%; CAT 3%	44	0	12	Prv	2
97	- H.S. Crocker Co., Huntley, IL	\$50.00	-	-	Ron Giordano	130	PKG 90%; PREP 5%; SPEC 5%		N/A		Emp	2
100	99 Jet, Downers Grove, IL	\$49.00	\$45.00	+9	George Bogdanovic	180	SPEC 70%; COM 15%; DM 5%; PKG 5%; FIN 3%; CAT 2%	0	27	0	Prv	2
101	86 Adplex, Houston	\$48.97	\$53.37	-8	Edward Raine	220	INS 81%; DM 9%; PREP 5%; SPEC 5%	32	0	0	Prv	2
102	83 Bert-Co Industries, Cerritos, CA	\$48.50	\$55.00	-12	Wayne Cavallucci	160	PKG 95%; COM 5%	0	32	0	Prv	2
102	93 Brown Industries, Dalton, GA	\$48.50	\$49.90	-3	Keith Whitworth	655	SPEC 43% (P-O-P); CAT 24%; COM 24%; DM 5%; INS 4%	0	27	59	Prv	8
104	125 Foxfire Printing and Packaging, Newark, DE	\$47.00	\$36.50	+29	John Ferretti	205	SPEC 93% (Retail P-O-P); COM 3%; DM 3%; PUB 1%	1	8	18	Prv	4
105	96 Primary Color Systems, El Segundo, CA	\$46.50	\$47.90	-3	Daniel Hirt	290	SPEC 30% (Digital printing); PREP 20%; COM 20%	0	2	23	Prv	3
105	112 MSP, Freedom, PA	\$46.50	\$40.71	+14	Richard E. Bushee III	425	DM 58%; SPEC 22%; COM 20%	24	0	22	Prv	1
107	108 Journal Graphics, Portland, OR	\$46.30	\$42.00	+10	Philip C. Bridge	170	PUB 85%; CAT 10%; COM 5%	35	0	0	Prv	1
108	130 Southeastern Printing, Stuart, FL	\$46.17	\$35.22	+31	Don Mader	230	PKG 26%; COM 24%; DM 18%; CAT 18%; SPEC 6%		N/A		Prv	3
109	95 Universal Printing, St. Louis	\$46.00	\$48.00	-4	Robert A. Ebel	225	COM 100%		N/A		Prv	2
109	99 The Garvey Group, Niles, IL	\$46.00	\$45.00	+2	Edward J. Garvey Jr.	168	PKG 60%; COM 30%; DM 10%	0	43	4	Prv	4
111	117 Concord Litho Group, Concord, NH	\$44.70	\$39.03	+15	Peter E. Cook	175	DM 40%; COM 20%; INS 20%; SPEC 10%; CAT 5%	36	7	0	Prv	1
112	127 Diversified Labeling Solutions, Itasca, IL	\$44.50	\$36.10	+23	Bob Hakman	162	SPEC 100%		N/A		Prv	4

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112	103 <b>Bartash Printing</b> , Philadelphia	\$44.50	\$44.30	-	Eric Roberts	250	PUB 50%; NEWS 35%; SPEC 10%; DM 5%	55	0	8	Prv	1
114	114 <b>AC Label</b> , St. Louis	\$44.40	\$40.10	+11	Jack Rosen	200	PKG 90%; SPEC 10%	0	16	142	Prv	3
115	111 <b>Communicorp Inc.</b> , Columbus, GA	\$44.30	\$40.80	+9	Eric Seldon	185	COM 72%; DM 13%; PREP 12%; FIN 1%; CAT 1%		N/A		Pub	1
116	105 <b>Midland Information Resources</b> , Davenport, IA	\$43.90	\$43.10	+2	Gene M. Blanc	196	SPEC 100% (Digital printing)	0	0	12	Prv	1
117	108 <b>The Lane Press</b> , S. Burlington, VT	\$42.50	\$42.00	+1	Phillip M. Drumheller	175	PUB 90%; COM 10%	34	0	0	Prv	1
118	101 <b>Times Printing</b> , Random Lake, WI	\$42.00	\$44.50	-6	Jack Scholler	300	CAT 60%; PUB 40%	26	12	0	Prv	1
119	104 <b>Progress Printing</b> , Lynchburg, VA	\$41.62	\$43.32	-4	Michael A. Thornton	150	CAT 50%; PUB 40%; COM 10%	13	12	2	Prv	1
120	110 <b>Weldon, Williams &amp; Lick</b> , Ft. Smith, AR	\$41.00	\$41.00	-	Jim Walcott	300	SPEC 100%	0	11	68	Prv	1
121	133 <b>Vision Integrated Graphics Group</b> , Chicago	\$40.25	\$32.80	+23	Doug Powell	235	SPEC 50%; COM 35%; CAT 15%	0	18	7	Prv	2
122	116 <b>Versa Press</b> , E. Peoria, IL	\$40.03	\$39.41	+2	Steven J. Kennell	185	BKS 100%	0	31	0	Prv	1
123	107 <b>Ramallo Brothers Printing</b> , San Juan, PR	\$40.00	\$42.55	-6	Alberto Ramallo	442	INS 36%; PKG 18%; BF 17%; COM 8%; CAT 8%; PUB 3%	64	41	5	Prv	3
124	160 <b>Advanced Web</b> , Minneapolis	\$39.20	\$28.00	+40	Jim Lundquist	160	SPEC 100% (Labels and flexible packaging)		N/A		Prv	2
125	113 <b>Suttle-Straus Inc.</b> , Waunakee, WI Sub., Telephone & Data Systems, Chicago	\$39.00	\$40.17	-3	John Berthelsen	196	DM 50%; SPEC 15%; COM 15%; INS 10%; CAT 5%	6	24	5	Pub	1
125	121 <b>J.B. Kenehan</b> , Waukesha, WI	\$39.00	\$37.00	+5	Tom Majdoch	180	PUB 30%; DM 25%; CAT 20%; COM 15%; INS 10%	36	6	0	Prv	2
127	115 <b>Colonial Press International</b> , Miami	\$38.00	\$40.00	-5	Jose Gomez, Jorge Gomez	200	COM 45%; DM 15%; CAT 10%; INS 10%; DIR 5%; FIN 5%	22	18	0	Prv	1
128	123 <b>Bolger Vision Beyond Print</b> , Minneapolis	\$37.90	\$36.75	+3	dik Bolger	210	COM 40%; DM 20%; SPEC 20%; PUB 10%; CAT 10%	0	51	5	Prv	2
129	120 <b>Dexter Hospitality</b> , Memphis, TN	\$37.70	\$37.80	-	Mark Zimmerman	220	BF 50%; COM 30%; DIR 5%; DM 5%; CAT 5%; PUB 5%	22	41	16	Prv	2
130	119 <b>Schumann Printers</b> , Fall River, WI	\$37.50	\$39.00	-4	Dan Schumann	152	PUB 85%; CAT 15%	25	0	0	Prv	1
131	124 <b>Ripon Printers</b> , Ripon, WI	\$37.40	\$36.59	+2	H. Andersen Lyke	270	COM 40%; CAT 25%; PUB 20%; DIR 10%; NEWS 5%	41	24	5	Prv	1
132	122 <b>Forum Communications Printing</b> , Detroit Lakes, MN Div., Forum Communications, Fargo, ND	\$35.80	\$36.87	-3	Dennis Hall	285	PUB 41%; COM 16%; NEWS 16%; INS 6%; BKS 5%	58	18	4	Prv	3
133	129 <b>Lake County Press</b> , Waukegan, IL	\$35.44	\$35.41	-	Ralph L. Johnson	170	COM 50%; SPEC 17% (Fulfillment and mailing); FIN 10%	0	42	3	Prv	3
134	139 <b>Label Technology</b> , Merced, CA	\$35.20	\$31.70	+11	John Bankson	110	PKG 100%	0	0	57	Emp	1
135	131 <b>Geographics Inc.</b> , Atlanta	\$35.00	\$35.00	-	Norvin C. Hagan	160	COM 45%; CAT 20%; INS 15%; DM 10%; SPEC 10%	34	26	0	Prv	1
135	148 <b>CardPak Inc.</b> , Solon, OH	\$35.00	\$30.00	+17	Greg Tisone	125	PKG 100%	0	24	0	Prv	2
135	141 <b>Knepper Press</b> , Clinton, PA	\$35.00	\$31.00	+13	William J. Knepper	195	COM 20%; DM 15%; CAT 15%; INS 15%; BKS 15%	13	23	12	Prv	1
135	136 <b>Solo Printing</b> , Miami	\$35.00	\$32.00	+9	Manuel Hernandez	120	BKS 40%; CAT 20%; DM 20%; PUB 10%; COM 10%	11	12	0	Prv	1
139	126 <b>Perfect Plastic Printing</b> , St. Charles, IL	\$34.36	\$36.40	-6	Christopher Smoczynski	167	SPEC 100%	0	18	3	Prv	1
140	66 <b>Angstrom Graphics</b> , Cleveland	\$34.30	\$72.21	-52	Wayne Angstrom	220	COM 55%; DM 20%; CAT 10%; INS 10%; PUB 5%	11	16	3	Prv	1
141	153 <b>HardingPoorman Group</b> , Indianapolis	\$34.14	\$29.24	+17	David Harding	148	COM 70%; DM 15%; PREP 5%; SPEC 5%; PUB 5%	0	26	14	Prv	1
142	172 <b>HBP Inc.</b> , Hagerstown, MD	\$34.00	\$26.00	+31	John W. Snyder	220	COM 42%; BKS 20%; SPEC 16% (Digital printing)	0	24	21	Prv	2
142	128 <b>ANRO Inc.</b> , West Chester, PA	\$34.00	\$35.80	-5	James A. Spinelli Jr.	140	COM 48%; SPEC 37% (Wide-format and Web services)	0	50	35	Prv	1
142	160 <b>SleeveCo Inc.</b> , Dawsonville, GA	\$34.00	\$28.00	+21	Martin Wilson	110	PKG 84%; PREP 10%; SPEC 6%	0	0	45	Prv	1
142	148 <b>Edison Litho &amp; Printing</b> , North Bergen, NJ	\$34.00	\$30.00	+13	George Gross	92	SPEC 75%; PKG 25%	0	23	1	Prv	1
146	140 <b>DS Graphics</b> , Lowell, MA	\$33.78	\$31.65	+7	Jeffrey Pallis	190	SPEC 40%; COM 20%; BKS 20%; CAT 10%; DM 10%	2	30	4	Prv	1
147	155 <b>McArdle Solutions</b> , Upper Marlboro, MD Sub., Bloomberg BNA, Arlington, VA	\$33.50	\$29.13	+15	Lisa Arsenaault	146	PUB 40%; COM 24%; FIN 17%; SPEC 15%	12	24	2	Prv	1
148	143 <b>The Quantum Group</b> , Morton Grove, IL	\$33.00	\$30.50	+8	William L. White	165	DM 40%; COM 30%; FIN 15%; CAT 10%; PKG 5%	0	19	8	Prv	1
149	215 <b>Repacorp Label Products</b> , Tipp City, OH	\$32.60	\$20.60	+58	Rick M. Heintl	144	PKG 93%; SPEC 7%	0	9	139	Prv	3

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Ranking '12	'11 Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Press Units:				
								Web Offset	Sheetfed	Other	Ownership	Plants
150	136 Shapco Printing, Minneapolis	\$32.50	\$32.00	+2	Joel Shapiro	112	COM 50%; DM 20%; CAT 10%; INS 5%; FIN 5%; PKG 5%		N/A		Prv	1
151	136 Midstates Printing, Aberdeen, SD	\$32.22	\$32.00	+1	Roger J. Feickert	275	DM 50%; CAT 20%; COM 20%; PUB 10%	38	20	0	Prv	1
152	134 Nieman Printing, Dallas	\$32.10	\$32.10	-	Joanie Nieman	185	DM 28%; BF 16%; CAT 16%; PUB 15%; SPEC 12%	8	50	3	Prv	1
153	229 IBSDirect, King of Prussia, PA	\$31.40	\$18.00	+74	Ted Sherwin	90	DM 75%; SPEC 15% (Web finishing); INS 10%	64	0	0	Prv	1
154	132 Intelligencer Printing, Lancaster, PA Div., Steinman Enterprises, Lancaster, PA	\$31.20	\$33.30	-6	Robert Mason	154	COM 62%; DM 20%; INS 11%; CAT 5%; PREP 2%	22	26	0	Prv	2
155	156 ICS Corp., Philadelphia	\$31.00	\$29.00	+7	Matthew Bastian	350	DM 80%; INS 20%		N/A		Prv	1
155	141 GSI Technologies, Burr Ridge, IL	\$31.00	\$31.00	-	Jack Kraemer	90	SPEC 100% (Medical, automotive, industrial)	0	0	27	Prv	1
157	160 Hemlock Printers, Burnaby, British Columbia, Canada	\$30.90	\$28.00	+10	Dick Kouwenhoven	170	COM 62%; FIN 15%; BKS 10%; SPEC 10%; DM 3%	0	38	0	Prv	1
158	152 TI Group, Toronto	\$30.83	\$29.65	+4		131	COM 50%; SPEC 40%; DM 10%	0	26	1	Prv	1
159	154 UniGraphic Inc., Woburn, MA	\$30.80	\$29.18	+6	Bob Quinlan	135	COM 40%; DM 25%; SPEC 15%; BKS 10%; PREP 10%	0	46	12	Prv	1
160	146 Independent Printing, De Pere, WI	\$30.60	\$30.28	+1	William R. Ziemendorf	270	COM 90%; SPEC 10%	0	40	0	Prv	1
161	151 Data Label, Terre Haute, IN	\$30.53	\$29.80	+2	George Snyder	138	SPEC 100% (Labels)	0	0	24	Prv	1
162	168 New Jersey Business Forms/InfoSeal, Englewood, NJ	\$30.40	\$27.50	+11	David Harnett	143	DM 31%; SPEC 30% (Labels); BF 29%; PKG 10%	85	8	20	Prv	2
163	166 Prisma Graphic, Phoenix	\$30.20	\$27.94	+8	Robert Anderson	182	COM 56%; DM 10%; CAT 10%; PUB 5%; DIR 5%; FIN 5%	7	36	8	Prv	1
164	143 Sovereign Business Forms, Houston	\$30.02	\$30.50	-2	Benny E. Coffey	220	BF 95%; COM 5%	128	23	0	Prv	5
165	176 Freeport Press, Freeport, OH	\$30.00	\$25.00	+20	David G. Pilcher	170	PUB 70%; CAT 20%; DM 10%	13	0	0	Prv	1
165	148 American Print Solutions, Brooklyn, NY	\$30.00	\$30.00	-	Isaac Braun	60	CAT 20%; DM 15%; PUB 10%; COM 10%; PKG 10%		N/A		Prv	1
165	182 J.S. McCarthy Printers, Augusta, ME	\$30.00	\$24.95	+20	Richard Tardiff	167	COM 80%; INS 10%; PREP 10%	0	22	0	Prv	1
168	169 Dome Printing, Sacramento, CA	\$29.96	\$27.38	+9	Tim Poole	125	DM 30%; BKS 30%; COM 10%; CAT 10%; INS 10%	11	12	5	Prv	1
169	167 Mercury Print Productions, Rochester, NY	\$29.22	\$27.70	+5	John C. Place	224	BKS 49%; COM 48%; SPEC 3%	0	24	17	Prv	2
170	143 Allen Press, Lawrence, KS	\$29.20	\$30.50	-4	Gerald Lillian	268	PUB 81%; SPEC 11%; PREP 8%		N/A		Prv	1
171	175 Dickinson Press, Grand Rapids, MI	\$29.10	\$25.72	+13	Jim Pentecost	120	BKS 100%	14	11	1	Emp	1
171	147 Mosaic, Cheverly, MD Sub., Fontana Lithograph, Cheverly, MD	\$29.10	\$30.20	-4	Brendan Connors	135	COM 60%; SPEC 15%; DM 15%; BKS 10%	0	28	0	Prv	3
173	184 Original Smith Printing, Bloomington, IL Div., Taylor Corp., North Mankato, MN	\$28.60	\$24.70	+16	Kirsten Smith	115	COM 50%; DM 10%; CAT 10%; BKS 10%; INS 5%	14	38	4	Prv	1
174	157 Admiral Packaging, Providence, RI	\$28.50	\$28.50	-	Harley Frank	72	PKG 95%; DM 5%	0	0	20	Prv	1
175	160 Screenprint/Dow, Wilmington, MA	\$28.00	\$28.00	-	Walter T. Dow	75	SPEC 100%	0	14	5	Prv	1
175	160 Corporate Press, Lanham, MD	\$28.00	\$28.00	-	Michael A. Marcian	160	DM 40%; SPEC 30%; COM 30%	18	10	6	Emp	2
175	157 ColorDynamics, Allen, TX	\$28.00	\$28.50	-2	Charles G. Chalifoux	150	DM 35%; COM 30%; CAT 20%; INS 10%; PREP 5%	14	30	0	Prv	1
175	160 IBT Hamilton, Castleton, NY	\$28.00	\$28.00	-	John R. Paeglow	145	BKS 100%		N/A		Prv	3
175	176 Superior Lithographics, Los Angeles	\$28.00	\$25.00	+12	Doug Rawson	83	PKG 95%; SPEC 5%	0	20	0	Prv	1
180	171 Hudson Printing, Salt Lake City	\$27.92	\$26.95	+4	Mark Hudson	170	PUB 60%; COM 30%; INS 5%; CAT 5%	21	0	0	Prv	1
181	172 Color Ink, Sussex, WI	\$27.50	\$26.00	+6	Todd Meissner	100	COM 60%; SPEC 10%; DM 10%; CAT 5%; FIN 5%	0	28	8	Prv	1
182	157 Signature Offset, Boulder, CO	\$27.45	\$28.50	-4	A. Lloyd Streit	232	NEWS 50%; PUB 25%; PREP 12%; COM 10%; CAT 3%	210	0	8	Prv	6
183	170 Rand Graphics, Wichita, KS	\$26.90	\$27.00	-	Randy Vautravers	155	SPEC 50% (Wide-format, P-O-P); COM 50%	0	38	19	Prv	2
184	211 doodad, Austell, GA	\$26.60	\$21.00	+27	Thomas McCloskey	100	INS 87%; CAT 8%; DM 5%	58	0	0	Prv	2
185	183 The Dot Printer, Irvine, CA	\$26.23	\$24.91	+5	Bruce M. Carson	175	COM 50%; DM 15%; SPEC 10%; CAT 10%; INS 10%	5	40	55	Prv	4
186	187 K1 Packaging Group, City of Industry, CA	\$25.85	\$24.25	+7	Mike Tsai	85	PKG 100%	0	11	4	Prv	2
187	188 Gateway Press, Louisville, KY	\$25.80	\$24.00	+8	Glen Georgehead	130	CAT 30%; COM 30%; PUB 25%; INS 10%; DIR 5%	20	16	0	Prv	1
188	176 Las Vegas Color Graphics, Las Vegas	\$25.63	\$25.00	+3	John Scheffler	150	DM 52%; COM 35%; SPEC 13%	0	45	14	Prv	1

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189	288 Salem Printing, Winston-Salem, NC	\$25.30	\$13.88	+82	Phil Kelley Jr.	125	PKG 37%; DM 20%; COM 20%; FIN 16%; SPEC 7%	0	24	30	Prv	2	
190	208 Baesman Group, Hilliard, OH	\$25.00	\$21.60	+16	Rod Baesman	130	DM 50%; SPEC 40%; COM 10%	0	25	6	Prv	1	
190	172 The P.A. Hutchison Co., Mayfield, PA	\$25.00	\$26.00	-4	Chris Hutchison	130	BKS 95%; COM 5%	14	11	4	Prv	1	
190	176 DATAMATX Inc., Atlanta	\$25.00	\$25.00	-	Harry Stephens	165	SPEC 100% (Transactional printing)	0	0	15	Prv	3	
190	176 The Label Printers, Aurora, IL	\$25.00	\$25.00	-	William J. Kane	60	SPEC 95%; PKG 5%	0	0	101	Prv	2	
194	200 Worth Higgins & Associates, Richmond, VA	\$24.78	\$22.80	+9	Rick LaReau	170	COM 100%	0	33	20	Emp	2	
195	185 McNaughton & Gunn, Saline, MI	\$24.50	\$24.40	-	Robert L. McNaughton	155	BKS 95%; DIR 5%	4	10	1	Prv	1	
196	186 Mossberg & Co., South Bend, IN	\$24.49	\$24.30	+1	James W. Hillman	140	COM 50%; SPEC 15%; PKG 15%; CAT 10%; FIN 5%	0	33	23	Prv	2	
197	190 Johnson & Quin, Niles, IL	\$24.35	\$23.70	+3	David R. Henkel	101	DM 75%; BF 20%; SPEC 5%	18	0	19	Prv	1	
198	195 Prestone Printing, Long Island City, NY	\$24.20	\$23.00	+5	Robert Adler	109	COM 90%; PREP 10%	0	32	0	Prv	1	
199	203 Best Label, Cerritos, CA	\$24.13	\$22.50	+7	Donald Ingle	120	PKG 97%; SPEC 3%	0	0	194	Prv	2	
200	195 Huston-Patterson Corp., Decatur, IL	\$24.00	\$23.00	+4	Thomas W. Kowa	95	PKG 98%; BKS 1%; SPEC 1%	0	38	4	Prv	2	
200	176 Evergreen Printing, Bellmawr, NJ	\$24.00	\$25.00	-4	Carmen Pinto	140	PUB 50%; NEWS 35%; CAT 15%	76	0	14	Prv	1	
200	188 Bradford & Bigelow, Newburyport, MA	\$24.00	\$24.00	-	John Galligan	120	BKS 100%	12	14	0	Prv	1	
200	233 DirectMail.com, Prince Frederick, MD	\$24.00	\$17.31	+39	Kirk Swan	216	DM 100%	30	16	2	Prv	3	
200	217 Hooven-Dayton Corp., Miamisburg, OH Sub., Che International Group, Cincinnati	\$24.00	\$20.00	+20	Christopher Che	100	SPEC 98% (Labels); INS 1%; PKG 1%	0	0	22	Prv	2	
205	194 Boutwell Owens & Co., Fitchburg, MA	\$23.93	\$23.10	-	Ward W. McLaughlin	130	PKG 100%	0	24	0	Prv	2	
206	225 Candid Litho Printing, Long Island City, NY	\$23.76	\$19.03	+25	Howard Weinstein	160	COM 50%; DM 20%; INS 20%; FIN 10%	0	36	0	Prv	1	
207	221 Tidewater Direct, Centreville, MD	\$23.70	\$19.60	+21	Ken Boone	160	DM 70%; INS 10%; NEWS 10%; PKG 10%	98	0	0	Prv	3	
208	191 The YGS Group, York, PA	\$23.59	\$23.55	-	Jim Kell	152	PUB 50%; SPEC 20% (Marketing services); CAT 15%	0	15	4	Prv	2	
209	199 Gilson Graphics, Grand Rapids, MI	\$23.30	\$22.82	+2	David L. Gilson	160	COM 53%; SPEC 20%; CAT 10%; INS 5%; DM 5%	0	24	6	Prv	3	
210	193 Bookmasters, Ashland, OH	\$23.25	\$23.25	-	David Wurster	250	BKS 100%				N/A	Prv	1
211	195 Maggio Data Forms, Hauppauge, NY	\$23.00	\$23.00	-	Robert Maggio	130	BF 80%; SPEC 10% (Integrated, regular forms); DM 10%	35	0	0	Prv	2	
211	206 Tepel Brothers Printing, Troy, MI	\$23.00	\$22.00	+5	James Tepel	108	SPEC 35% (UV printing); COM 30%; DM 20%; PKG 10%	0	24	1	Prv	1	
213	192 The Marek Group, Waukesha, WI	\$22.85	\$23.35	-2	Fuzzy S. Marek	135	COM 55%; DM 30%; SPEC 15% (Digital printing)	0	25	14	Prv	2	
214	209 Rex Three, Sunrise, FL	\$22.00	\$21.50	+2	Stephen H. Miller	165	COM 32%; PKG 30%; PREP 20%; DM 12%; CAT 2%	0	31	2	Prv	1	
214	203 TPC Printing & Packaging, Chattanooga, TN	\$22.00	\$22.50	-2	Joseph A. Schmissrauter III	150	PKG 90%; PREP 10%	0	16	0	Prv	1	
214	210 Printwest Communications, Regina, Saskatchewan, Canada	\$22.00	\$21.45	+3	Dennis Ermel	145	PUB 36%; COM 15%; NEWS 15%; DM 10%; DIR 10%	13	20	3	Pub	3	
217	201 National Mail Graphics, Exton, PA	\$21.90	\$22.60	-3	John B. Sikorski	52	DM 50%; COM 30%; SPEC 20% (Envelopes)	25	16	0	Prv	1	
218	214 The Ovid Bell Press, Fulton, MO	\$21.68	\$20.70	+5	John O. Bell	124	PUB 95%; CAT 4%; COM 1%	13	7	0	Prv	1	
219	211 CJK: Print Possibilities, Cincinnati	\$21.50	\$21.00	+2	Robert C. Krehbiel III	115	BKS 70%; CAT 18%; SPEC 7%; PUB 5%	12	6	0	Prv	1	
220	224 Mi5 Print & Digital Communications, Markham, Ontario, Canada	\$21.47	\$19.37	+11	Derek McGeachie	108	DM 40%; FIN 25%; PUB 15%; PKG 10%; BF 5%; PREP 5%	3	36	9	Prv	1	
221	135 Connecticut Color, Meriden, CT	\$21.21	\$32.06	-34	Richard Pulie	75	DM 60%; CAT 15%; INS 10%; COM 10%	18	0	0	Prv	1	
222	226 Performance Cos., Dallas	\$21.00	\$19.00	+11	John T. White	150	SPEC 75% (P-O-P); COM 25%	0	40	0	Prv	2	
222	211 Spectra Print, Stevens Point, WI	\$21.00	\$21.00	-	Eric Hofmeister	124	COM 100%	20	19	2	Prv	1	
224	217 PrintingForLess.com, Livingston, MT	\$20.96	\$20.00	+5	Andrew S. Field	135	DM 50%; COM 48%; CAT 2%	0	22	1	Prv	1	
225	223 Ambassador Press, Minneapolis	\$20.92	\$19.43	+8	Edward Engle	78	SPEC 50% (Displays); COM 30%; PKG 20%	0	24	4	Prv	1	
226	203 Federal Direct, Clifton, NJ	\$20.80	\$22.50	-8	Angela Stubbs	140	BF 50%; DM 50%	54	3	0	Prv	2	
227	207 Sinclair Printing, Los Angeles	\$20.63	\$21.74	-5	Robert J. Sinclair	104	COM 100%	21	14	0	Prv	1	

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228	195 VG Reed & Sons, Louisville, KY	\$20.20	\$23.00	-12	Robert Reed	85	FIN 65%; DIR 15%; SPEC 10%; COM 10%	28	8	5	Prv	1
229	227 Robin Enterprises, Westerville, OH	\$20.10	\$18.50	+9	Robin Hance	130	COM 100%	0	41	8	Prv	1
230	235 Smith Edwards Dunlap, Philadelphia	\$20.00	\$17.00	+18	Jonathan Shapiro	100	COM 75%; FIN 10%; PREP 10%; NEWS 5%	9	24	3	Prv	1
230	237 ABS Graphics, Addison, IL	\$20.00	\$16.65	+20	Kenneth Vander Veen	90	COM 59%; SPEC 14% (Fulfillment, P-O-P, digital); DM 17%	0	14	12	Prv	1
230	338 Phase 3 Media, Atlanta	\$20.00	\$10.00	+100	Ken Holsclaw	150	SPEC 100% (P-O-P and marketing collateral)	0	1	23	Prv	3
233	222 Kappa Graphics, Fort Washington, PA	\$19.90	\$19.50	+2	Nicholas G. Karabots	196	PUB 85%; SPEC 15%	28	8	0	Prv	1
234	257 Grafika Commercial Printing, Sinking Spring, PA	\$19.59	\$15.54	+26	Bernard J. Elzer III	80	SPEC 70% (Tags, labels, wall decals); PKG 20%; COM 10%	20	14	0	Prv	1
235	216 Grand River Printing & Imaging, Van Buren Twp., MI	\$19.50	\$20.10	-3	Ann Porster	80	INS 40%; COM 30%; PUB 25%; CAT 5%	24	0	0	Prv	1
236	220 Hagadone Printing, Honolulu Div., The Hagadone Corp., Coeur D'Alene, ID	\$19.38	\$19.85	-2	Clint Schroeder	133	COM 55%; PUB 29%; SPEC 9%; DM 6%; PKG 1%	5	14	1	Prv	1
237	232 Cockrell Enovation, Ft. Worth, TX	\$19.00	\$17.44	+9	John K. Cockrell	93	COM 65%; DM 20%; SPEC 15% (Digital printing)	0	26	10	Prv	1
237	249 Southern California Graphics, Culver City, CA	\$19.00	\$16.00	+19	Tim Toomey	76	COM 69%; PREP 20%; SPEC 11%	0	17	1	Prv	1
237	277 Linemark Printing, Upper Marlboro, MD	\$19.00	\$14.40	+32	Steve Bearden	100	COM 100%	0	22	7	Prv	1
240	227 Turso Cos., St. Paul, MN	\$18.60	\$18.50	+1	Bruce Rankin	85	PKG 45%; SPEC 35%; INS 15%; COM 5%	0	29	97	Prv	2
241	202 American Printing, Birmingham, AL	\$18.33	\$22.53	-19	Robert F. Stanford	170	DM 20%; CAT 20%; INS 20%; PUB 10%; COM 10%	30	30	5	Prv	1
242	217 Blanks Printing & Imaging, Dallas	\$18.00	\$20.00	-10	Leron Blanks	75	COM 95%; PREP 5%	0	24	0	Prv	1
242	258 Heeter Direct, Canonsburg, PA	\$18.00	\$15.50	+16	Scott Heeter	90	COM 40%; SPEC 30%; DM 20%; PKG 10%	0	24	20	Prv	1
242	267 DreamWorks Graphic Communications, Skokie, IL	\$18.00	\$15.00	+20	Daniel A. Luka	62	COM 55%; SPEC 15%; DM 5%; BKS 5%; CAT 5%	0	18	6	Prv	1
245	234 Integrity Graphics, Windsor, CT	\$17.80	\$17.20	+3	Joseph E. La Valla	120	COM 60%; DM 15%; PREP 10%; SPEC 10%; DIR 5%	0	26	2	Prv	2
246	263 Cohber Press, Rochester, NY	\$17.50	\$15.20	+15	Eric C. Webber	96	SPEC 38%; COM 36%; DM 12%; CAT 4%; PKG 4%	0	38	6	Prv	1
246	239 Kubin-Nicholson Corp., Milwaukee	\$17.50	\$16.50	+6	Mike Rees	72	COM 60%; SPEC 40%	0	1	10	Prv	2
248	243 L+L Printers, Carlsbad, CA	\$17.37	\$16.43	+6	Bill Anderson	123	SPEC 35%; CAT 20%; COM 17%; DM 15%; PKG 8%	0	26	23	Prv	3
249	231 Fisher Group, Hiawatha, IA	\$17.25	\$17.50	-1	Martin C. Fisher	95	DM 59%; INS 17%; CAT 13%; COM 11%	14	0	0	Prv	1
250	279 The Zenger Group, Buffalo, NY	\$17.11	\$14.16	+21	Stephen R. Zenger	118	DM 40%; COM 30%; SPEC 15%; PKG 5%; PREP 5%	0	82	36	Prv	5
251	266 Amidon Graphics, St. Paul, MN	\$17.08	\$15.09	+13	Karen J. Amidon	90	DM 80%; SPEC 20%	54	0	0	Prv	1
252	245 Innovation Printing & Communications, Philadelphia	\$17.03	\$16.40	+4	Jeff Jones	80	COM 75%; SPEC 10%; DM 8%; FIN 5%; INS 2%	0	18	9	Prv	1
253	235 California Offset Printers, Glendale, CA	\$17.00	\$17.00	-	William R. Rittwage	65	PUB 54%; CAT 15%; COM 15%; DM 7%; PREP 5%	19	0	1	Prv	1
253	244 Design Distributors, Deer Park, NY	\$17.00	\$16.42	+4	Adam Avrick	100	DM 100%	84	19	0	Prv	1
255	247 KM Media Group, Clifton, NJ	\$16.70	\$16.20	+3	Richard Kirschenbaum	72	COM 80%; BF 10%; INS 5%; SPEC 5%	1	22	6	Prv	1
256	239 Impress Communications, Chatsworth, CA	\$16.50	\$16.50	-	Paul Marino	75	PKG 30%; COM 25%; CAT 20%; SPEC 10%; DM 10%	0	23	0	Prv	1
256	230 Garlich Printing, St. Louis	\$16.50	\$17.90	-8	B. Garlich, G. Garlich, D. Hockenbury	87	COM 40%; SPEC 40%; DM 20%	0	27	3	Prv	1
258	255 Data Papers, Muncy, PA	\$16.48	\$15.86	+4	Jerry Wertz	77	BF 40%; DM 15%; SPEC 10%; COM 10%; FIN 10%	44	0	15	Prv	1
259	258 Indexx Inc., Greenville, SC	\$16.40	\$15.50	+6	Jordan Finn	101	DM 25%; CAT 15%; INS 15%; COM 12%; BKS 10%	0	18	10	Prv	1
260	245 Toof Commercial Printing, Memphis, TN Div., McFadden Communications, Memphis, TN	\$16.30	\$16.40	-1	Stillman McFadden	95	COM 60%; DM 20%; CAT 15%; BKS 5%	8	25	8	Prv	2
260	238 J&A Printing, Hiawatha, IA	\$16.30	\$16.60	-2	Scott Cadwallader	100	COM 55%; DM 40%; SPEC 5%	0	24	0	Prv	1
260	359 TobeDirect Inc., Bolingbrook, IL	\$16.30	\$8.70	+87	John Tobe	45	DM 98%; COM 2%	0	0	7	Prv	1
263	254 Visions Inc., Brooklyn Park, MN	\$16.20	\$15.90	+2	Jon Otto	86	COM 45%; DM 30%; SPEC 11%; PREP 5%; PUB 3%	0	5	2	Prv	1
263	275 CP Direct, Lanham, MD	\$16.20	\$14.75	+10	Matt Trotta	90	DM 100%	35	8	0	Prv	1

Ranking '12	'11 Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Press Units:				
								Web Offset	Sheetfed	Other	Ownership	Plants
265	239 Hopkins Printing, Columbus, OH	\$16.10	\$16.50	-2	James F. Hopkins	95	COM 44%; DM 24%; SPEC 11%; PUB 11%; CAT 10%	0	30	4	Emp	1
265	239 Cedar Graphics, Hiawatha, IA	\$16.10	\$16.50	-2	Hassan Igram	85	COM 35%; DM 20%; SPEC 15%; CAT 10%; PKG 10%	0	29	7	Prv	1
267	325 Bayard Printing Group, Williamsport, PA	\$16.04	\$11.16	+44	Mark P. Lundberg	114	COM 31%; PUB 23%; NEWS 17%; DM 12%; INS 5%	29	11	2	Prv	3
268	247 FLM Graphics, Fairfield, NJ	\$16.00	\$16.20	-1	Frank L. Mischia	70	COM 70%; SPEC 15% (Retail/promotion); CAT 10%; DM 5%	0	18	36	Prv	2
268	267 Think Patented, Dayton, OH	\$16.00	\$15.00	+7	Kenneth O. Mc Nerney, Niels M. Winther	100	COM 32%; SPEC 26%; DM 15%; PKG 8%; PUB 8%; CAT 5%	0	34	13	Prv	2
268	281 A&M Label, Wixom, MI	\$16.00	\$14.00	+14	Jim Listerman	85	PKG 88%; SPEC 10%; PREP 2%	0	0	61	Prv	2
268	267 Etheridge Printing, Dallas	\$16.00	\$15.00	+7	Howard Etheridge	85	COM 70%; DM 20%; SPEC 10%	0	20	4	Prv	1
272	274 Covenant Graphics, Jefferson City, MO	\$15.94	\$14.85	+7	J. Moore, D. Moore, D. Porter, G. Meeker	119	PUB 50%; COM 30%; DM 10%; DIR 5%; SPEC 5%	0	31	9	Prv	2
273	264 Bay State Envelope, Mansfield, MA	\$15.85	\$15.17	+4	Russell E. Frizzell	35	PKG 90%; DM 10%	0	1	12	Prv	1
274	276 Neyenesch Printers, San Diego	\$15.54	\$14.45	+8	Cliff Neyenesch, Carol A. Bentley	75	COM 100%	0	23	3	Prv	1
275	267 Tucker Castleberry, Atlanta	\$15.50	\$15.00	+3	Tuck Tucker	90	COM 60%; DM 30%; PUB 10%	0	20	4	Prv	2
276	256 Action Printing, Fond du Lac, WI Div., Gannett Co., McLean, VA	\$15.47	\$15.63	-1	Gregg Davies	98	CAT 27%; DIR 19%; PUB 14%; SPEC 12%; BKS 10%	14	11	3	Pub	1
277	261 Dual Graphics, Brea, CA	\$15.40	\$15.40	-	James Joyce	83	COM 20%; SPEC 20%; DM 20%; CAT 20%; BKS 5%	0	20	1	Prv	1
278	265 EP Graphics, Berne, IN Div., Dynamic Resource Group, Berne, IN	\$15.30	\$15.10	+1	Tyler N. Kitt	80	CAT 50%; PUB 41%; SPEC 6% (Fulfillment); BKS 3%	18	0	0	Prv	1
278	299 Rhino Print Solutions, Richmond, British Columbia, Canada	\$15.30	\$13.00	+18	David Allan	85	COM 40%; INS 20%; CAT 20%; PUB 10%; BKS 5%	0	31	4	Prv	2
280	281 John S. Swift Co., Buffalo Grove, IL	\$15.25	\$14.00	+9	John S. Swift	80	COM 35%; DIR 25%; NEWS 20%; BKS 10%; CAT 10%	20	16	12	Prv	3
281	273 Rider Dickerson, Bellwood, IL	\$15.10	\$14.90	+1	William Barta	65	COM 45%; PKG 25%; PREP 10%; SPEC 10%; DM 10%	0	29	5	Prv	1
282	267 Carter Printing, Richmond, VA	\$15.00	\$15.00	-	Wayne R. Carter	100	PUB 20%; PKG 18%; CAT 15%; BKS 15%; DIR 10%	0	23	1	Prv	1
282	249 Riegel Printing, Ewing, NJ	\$15.00	\$16.00	-6	Kathleen Atkins	65	COM 35%; FIN 15%; SPEC 10%; DM 10%; PKG 10%	0	28	6	Prv	2
282	267 Envision3, Bloomingdale, IL	\$15.00	\$15.00	-	Kevin Franz	70	COM 25%; DM 25%; SPEC 10%; PUB 10%; BKS 10%	0	28	10	Prv	1
282	286 Franklin Press, Baton Rouge, LA	\$15.00	\$13.90	+8	Ernest C. Seals	100	DM 90%; SPEC 5%; COM 5%	8	7	4	Prv	1
286	289 Heritage Integrated, El Reno, OK Sub., Delson Properties, El Reno, OK	\$14.99	\$13.82	+8	David Delana	88	COM 35%; DM 30%; SPEC 15%; CAT 10%; BKS 5%	0	20	0	Prv	1
287	298 Canfield & Tack, Rochester, NY	\$14.90	\$13.02	+14	Ray Brown	72	COM 65%; DM 18%; SPEC 8%; CAT 6%; FIN 2%; PREP 1%	0	29	0	Emp	1
288	260 Central States Business Forms, Dewey, OK Div., Adams Investment, Bartlesville, OK	\$14.73	\$15.48	-5	Kenneth G. Adams	125	BF 99%; SPEC 1%	81	2	4	Prv	2
289	253 Omaha Print, Omaha, NE	\$14.69	\$15.91	-8	Steven D. Hayes	75	DM 60%; COM 30%; SPEC 10%	6	15	7	Prv	1
290	317 Kelmscott Communications, Aurora, IL	\$14.57	\$11.80	+23	Scott Voris	76	SPEC 40%; COM 40%; DM 20%	0	6	14	Prv	3
291	292 Graphic Visual Solutions, Greensboro, NC	\$14.55	\$13.44	+8	Bryan Hall	90	COM 50%; PKG 50%	0	26	35	Prv	1
292	249 ProGraphics Communications, Atlanta	\$14.50	\$16.00	-9	John R. Pope	85	COM 45%; DM 19%; SPEC 13%; PUB 10%; FIN 7%	0	16	10	Prv	1
292	249 Velocity Print Solutions, Middlebury, CT	\$14.50	\$16.00	-9	James M. Stiles	91	SPEC 35%; COM 22%; CAT 20%; INS 10%; DM 5%	0	34	6	Prv	2
292	278 Cardinal Color Group, Itasca, IL	\$14.50	\$14.21	+2	Patrick LeBeau	49	DM 50%; FIN 30%; SPEC 10%; COM 10%	1	5	0	Prv	1
295	281 Consolidated Press, Seattle Sub., Washington Web, Seattle	\$14.28	\$14.00	+2	Gary R. Stone	70	PUB 40%; COM 15%; BKS 15%; CAT 10%; DM 10%	16	16	5	Prv	2
296	306 Litho Press, Indianapolis	\$14.26	\$12.33	+16	Bernie Lacy	28	PKG 80%; SPEC 20% (Litho labels and top sheets)	0	3	1	Prv	1
297	286 Tapecon Inc., Buffalo, NY	\$14.15	\$13.90	+2	Alan K. Davis	107	PKG 83%; SPEC 17%	0	0	52	Prv	2
297	297 Boyd Brothers, Panama City, FL	\$14.15	\$13.19	+7	James A. Boyd Jr.	95	PUB 85%; COM 15%	4	24	3	Prv	1
299	291 Tailored Label Products, Menomonee Falls, WI	\$14.00	\$13.65	+3	Michael Erwin	86	SPEC 100% (Labels, diecut adhesives, tags)	0	0	10	Prv	2

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300	281 Datatel Resources, Monaca, PA	\$13.90	\$14.00	-1	Allen J. Simon	52	BF 50%; SPEC 50%	42	0	0	Prv	1
301	280 Vision Graphics, Loveland, CO	\$13.85	\$14.05	-1	Mark Steputis	75	COM 30%; CAT 30%; SPEC 10%; DM 10%; INS 10%	0	24	3	Prv	2
302	299 Techprint Inc., Lawrence, MA	\$13.80	\$13.00	+6	Paul J. Durant	100	PKG 80%; FIN 5%; SPEC 5%	8	20	10	Prv	1
302	295 Captiva Group, Albuquerque, NM	\$13.80	\$13.20	+5	Tony Fernandez	90	COM 40%; SPEC 30%; PKG 30%	0	23	0	Prv	2
302	290 The Offset House, Essex, VT	\$13.80	\$13.80	-	John McGrath	80	DM 50%; COM 27%; CAT 15%; SPEC 8%	10	13	0	Prv	1
305	294 California Lithographers, Concord, CA	\$13.64	\$13.28	+3	Mardjan Taheri	85	COM 46%; SPEC 24% (Wide-format displays); DM 20%	0	28	1	Prv	1
306	303 Metzgers Inc., Toledo, OH	\$13.58	\$12.91	+5	Joe Metzger, Tom Metzger	80	COM 35%; SPEC 35% (Wide-format, eServices); DM 15%	0	18	3	Prv	1
307	295 Burton & Mayer, Menomonee Falls, WI	\$13.20	\$13.20	-	Tim Burton	77	COM 50%; SPEC 20% (Digital printing); DM 10%; BKS 5%	0	33	10	Prv	1
308	299 Metropolitan Fine Printers, Vancouver, British Columbia, Canada Div., Kallas Holding, Vancouver, Canada	\$13.00	\$13.00	-	Nikos Kallas	55	DM 20%; INS 20%; SPEC 10%; COM 10%; FIN 10%	0	20	0	Prv	1
308	299 Trumbull Printing, Trumbull, CT Sub., Hersam Acorn Newspapers, Ridgefield, CT	\$13.00	\$13.00	-	Gustave C. Semon	100	NEWS 50%; PUB 20%; DIR 10%; COM 10%; INS 5%	69	0	0	Prv	1
308	305 Pazazz, Montreal	\$13.00	\$12.50	+4	Warren Werbitt	70	COM 50%; SPEC 25% (Digital printing); CAT 10%	0	12	8	Prv	1
311	262 Nowata Printing, Springfield, MO Div., Community Publishers, Bentonville, AR	\$12.97	\$15.25	-15	Charles Heidelberg	75	INS 50%; NEWS 25%; COM 10%; CAT 10%; PUB 5%	64	0	0	Prv	2
312	329 Creative Printing, Merriam, KS	\$12.80	\$10.70	+20	Sheryl K. Leavey	42	SPEC 75%; COM 25%	0	4	14	Prv	1
313	311 Professional Printers, W. Columbia, SC	\$12.75	\$12.05	+6	Jimmy Kohn	85	COM 55%; CAT 20%; DM 15%; SPEC 10%	0	21	1	Prv	1
314	309 5 Day Business Forms Mfg., Anaheim, CA	\$12.71	\$12.10	+5	Leslie Messick	59	BF 100%	38	0	0	Prv	2
315	304 Westamerica Graphics, Foothill Ranch, CA	\$12.70	\$12.70	-	Doug Grant	55	COM 60%; DM 30%; CAT 10%	0	20	0	Prv	1
316	312 Print NW, Tacoma, WA	\$12.65	\$12.04	+5	Jeffery Beardemphl	98	COM 51%; SPEC 33%; PKG 11%; DM 5%	0	17	6	Prv	1
317	319 Meridian Graphics, Tustin, CA	\$12.55	\$11.75	+7	David Melin	62	COM 100%	0	14	0	Prv	1
318	335 Haapanen Brothers, Gurnee, IL	\$12.52	\$10.23	+22	Jerry Haapanen	58	INS 60%; COM 32%; PKG 8%	1	16	3	Prv	1
319	307 Vox Printing, Oklahoma City	\$12.51	\$12.25	+2	LaVerna Reid	50	COM 94%; PREP 4%; INS 1%; DM 1%	33	1	5	Prv	1
320	308 Daily Printing, Plymouth, MN	\$12.50	\$12.20	+2	R. Peter Jacobson	75	COM 60%; SPEC 20% (Digital printing); DM 20%	0	26	3	Emp	1
321	315 TWG Plus, Austin, TX	\$12.30	\$11.90	+3	Kevin Cassis	82	COM 36%; DM 35%; PUB 14%; FIN 5%; CAT 5%; BF 3%	0	4	4	Prv	1
322	328 Lithocraft Co., Anaheim, CA	\$12.11	\$10.98	+10	Bradley Thurman	70	COM 60%; CAT 15%; DM 13%; PKG 12%	0	20	0	Prv	1
323	309 Interprint Web & Sheet Fed, Clearwater, FL Sub., Morten Enterprises, Clearwater, FL	\$12.10	\$12.10	-	James E. Morten	101	PUB 50%; CAT 20%; INS 10%; DIR 10%; DM 10%	12	9	0	Prv	3
324	316 Colorado Printing, Grand Junction, CO	\$12.06	\$11.89	+1	Michael Antonucci	87	CAT 40%; DM 30%; COM 20%; SPEC 10%	0	18	0	Prv	1
325	313 O'Neil Printing, Phoenix	\$12.00	\$12.00	-	Anthony Narducci	76	COM 25%; PUB 20%; BKS 20%; SPEC 13%; DM 8%	0	20	5	Emp	1
325	336 Benson Integrated Marketing Solutions, Ball Ground, GA	\$12.00	\$10.10	+19	Brian Benson	78	SPEC 100% (Marketing/branding materials)	0	2	2	Prv	1
325	338 Mele Printing, Covington, LA	\$12.00	\$10.00	+20	Mallery Mele	60	DM 50%; COM 20%; INS 10%; CAT 10%; BF 10%	0	5	4	Prv	1
328	323 Gator Communications Group, Fairfield, NJ	\$11.95	\$11.38	+5	Richard Bitetti	47	DM 30%; BKS 20%; PKG 15%; COM 10%; CAT 10%	0	30	2	Prv	2
329	293 The Harty Press, New Haven, CT	\$11.74	\$13.42	-13	George R. Platt	76	DM 35%; COM 35%; SPEC 25%; PREP 5%	0	25	0	Prv	1
329	320 McCormick-Armstrong Co., Wichita, KS	\$11.74	\$11.50	+2	Jacob W. Shaffer	75	COM 63%; CAT 10%; INS 8%; DM 7%; BKS 5%; PUB 5%	10	6	0	Prv	2
331	318 La Crosse Graphics, La Crosse, WI	\$11.67	\$11.78	-1	Tim Morgan	84	COM 95%; SPEC 5%	14	25	2	Prv	2
332	313 Dolce Brothers Printing, Maywood, NJ	\$11.60	\$12.00	-3	Glenn Dolce	32	COM 60%; FIN 25%; DM 15%	0	20	0	Prv	1
333	281 Best Press, Addison, TX	\$11.50	\$14.00	-18	Wendy Kalisher	70	COM 80%; SPEC 15%; DM 5%	0	18	3	Prv	1
334	329 Fine Line Graphics, Columbus, OH	\$11.30	\$10.70	+6	James M. Basch	52	COM 50%; DM 20%; CAT 15%; PUB 10%; BFS 5%	0	16	2	Prv	1
334	320 HighRoad Press, New York	\$11.30	\$11.50	-2	Hallie Satz	48	COM 50%; DM 15%; PUB 10%; INS 10%; CAT 5%	0	12	0	Prv	1
336	372 Puritan Press, Hollis, NH	\$11.27	\$7.55	+49	Kurt Peterson	80	COM 45%; SPEC 10%; DM 10%; PUB 10%; BKS 10%	0	27	6	Prv	2
337	326 Gintzler Graphics, Buffalo, NY	\$11.20	\$11.00	+2	Franklin J. Nice	54	PKG 100%	0	0	72	Prv	1

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338	322 Econoprint, Verona, WI	\$11.10	\$11.44	-3	David Roloff	65	COM 39%; SPEC 29%; DM 15%; INS 5%; FIN 5%; DIR 3%	0	27	11	Prv	1
339	343 Watkins Lithographic, North Kansas City, MO	\$10.90	\$9.80	+11	Eddy Watkins	50	COM 70%; CAT 10%; SPEC 10%; DM 10%	10	14	10	Prv	1
340	334 Crossmark Graphics, New Berlin, WI	\$10.86	\$10.30	+5	Tammy Rechner	50	COM 100%	0	17	0	Prv	1
341	336 Diversified Printers, La Mirada, CA	\$10.85	\$10.10	+7	Kenneth Bittner, Gerald Tominaga	55	COM 35%; BKS 20%; CAT 15%; INS 10%; DM 10%	18	6	0	Prv	1
342	332 K&D Graphics, Printing and Packaging, Orange, CA	\$10.80	\$10.40	+4	Don Chew	45	PKG 70%; COM 17%; DM 4%; CAT 4%; INS 2%; PUB 2%	4	19	0	Prv	1
343	333 Graphic Dimensions, Austell, GA	\$10.79	\$10.34	+4	Jay Scammell	98	FIN 55%; BF 30%; COM 10%; DM 5%	52	16	0	Prv	3
344	338 McCourt Label, Lewis Run, PA	\$10.66	\$10.00	+7	David G. Ferguson	72	SPEC 50%; PKG 30%; DM 20%	0	0	8	Prv	1
345	324 Edwards, Des Moines, IA	\$10.60	\$11.34	-7	James Edwards III	78	COM 70%; DM 20%; FIN 5%; PKG 5%	0	18	2	Prv	2
346	360 Brilliant Graphics, Exton, PA	\$10.50	\$8.50	+24	Bob Tursack	40	COM 40%; BKS 25%; CAT 20%; DM 15%		N/A		Prv	1
347	346 Team Concept Printing & Thermography, Carol Stream, IL	\$10.42	\$9.65	+8	Anthony Rouse	52	COM 62%; SPEC 13% (Business cards); BKS 12%; DM 8%	0	10	2	Prv	1
348	338 Rose Printing, Tallahassee, FL	\$10.40	\$10.00	+4	Charles Rosenberg	64	BKS 58%; PUB 30%; CAT 5%; COM 5%; SPEC 2%	13	9	4	Prv	1
349	331 The Van Lanen Printing Co., Green Bay, WI	\$10.25	\$10.50	-2	Paul Parish	42	COM 100%	0	25	9	Prv	1
350	338 ATL, Menomonee Falls, WI	\$10.00	\$10.00	-	Donald Dobert	48	SPEC 50%; DM 25%; PKG 25%		N/A		Prv	1
350	343 Shawmut Printing, Danvers, MA	\$10.00	\$9.80	+2	Dominick C. Peluso	50	COM 50%; DM 40%; SPEC 10%	0	11	11	Prv	1
352	343 Delzer Lithograph, Waukesha, WI	\$9.80	\$9.80	-	Mike Delzer	71	SPEC 50%; COM 50%	5	14	36	Prv	1
352	349 Barton & Cooney, Burlington, NJ	\$9.80	\$9.50	+3	Patrick M. Doyle	49	SPEC 40%; DM 40%; INS 10%; BFS 5%; FIN 5%	5	0	0	Prv	1
354	326 Todd Allan Printing, Beltsville, MD	\$9.70	\$11.00	-12	Allan Kullen	57	COM 92%; SPEC 8% (Digital printing)	0	6	4	Prv	1
355	347 The Merrick Printing Co., Louisville, KY Div., Merrick Industries, Louisville, KY	\$9.60	\$9.60	-	M. David Merrick	68	COM 60%; CAT 20%; INS 10%; PUB 10%	4	13	8	Prv	1
356	351 Fineline Printing Group, Indianapolis	\$9.40	\$9.40	-	Richard Miller	58	COM 50%; SPEC 30% (Digital printing); DM 15%	0	28	8	Prv	1
357	353 Ambrose Printing, Nashville, TN	\$9.30	\$9.30	-	John L. Ambrose III	60	COM 30%; DIR 20%; PUB 10%; CAT 10%; BKS 10%	8	15	0	Prv	1
357	353 ArborOakland Group, Royal Oak, MI	\$9.30	\$9.30	-	Don Kirkland	57	DM 30%; SPEC 25%; PUB 15%; INS 10%; BF 10%	12	10	5	Prv	1
359	364 Designers' Press, Orlando, FL	\$9.21	\$8.14	+13	David R. Simons	55	COM 70%; DM 20%; CAT 5%; PKG 5%		N/A		Prv	1
360	355 Magna IV Communications, Little Rock, AR	\$9.20	\$9.10	+1	Patricia Middleton	60	COM 100%	0	2	4	Prv	1
361	358 Alexander Clark Printing, Boise, ID	\$9.15	\$8.80	+4	Michael Ayers	57	COM 60%; BF 40%	19	12	4	Emp	1
362	356 Stylecraft Printing, Canton, MI	\$9.00	\$9.00	-	Richard A. Pesci	55	BF 82%; COM 16%; PKG 2%	32	14	0	Prv	3
362	349 Premier Printing and Mailing, Stratford, CT	\$9.00	\$9.50	-5	Tim Cicchese	55	COM 35%; DM 20%; CAT 20%; INS 10%; FIN 10%	0	4	6	Prv	1
364	369 Reflections Inc., Minneapolis	\$8.98	\$7.95	+13	Chris Clemens	53	COM 50%; SPEC 25%; DM 25%	0	22	3	Prv	1
365	360 Liberty Creative Solutions, Tinley Park, IL	\$8.73	\$8.50	+3	Angela Hipelius	52	DM 60%; COM 40%	0	10	7	Prv	1
366	363 Hagg Press, Elgin, IL	\$8.42	\$8.24	+2	Kern W. Hagg Jr.	60	BKS 38%; COM 25%; PUB 10%; DM 5%; CAT 5%; DIR 5%	10	27	2	Prv	1
367	351 Acculink, Greenville, NC	\$8.40	\$9.40	-11	Tom O'Brien, Lindsay Gray	62	SPEC 45%; BKS 30%; COM 15%; DM 5%; DIR 5%	1	8	6	Prv	1
368	360 PrimeNet Direct Marketing Solutions, Largo, FL	\$8.36	\$8.50	-2	Mark Keefe	100	DM 100%	1	11	14	Prv	1
369	377 Merlin Printing, Amityville, NY	\$8.30	\$7.10	+17	Steven Vid	39	INS 80%; SPEC 20%	12	0	5	Prv	1
370	347 Cavanaugh Press, Baltimore	\$8.10	\$9.60	-16	Robert C. Atwell	57	COM 40%; DM 30%; BKS 10%; INS 10%; PUB 10%	0	13	6	Prv	2
371	366 Abbott Communications Group, Maitland, FL	\$8.07	\$8.04	-	David Abbott	47	COM 100%	0	2	2	Prv	1
372	368 Foster Printing Service, Michigan City, IN	\$8.00	\$8.00	-	Nicholas Griswold	65	COM 60%; DM 15%; PUB 10%; CAT 10%; SPEC 5%	5	14	1	Prv	1
373	365 Haig Graphic Communications, Hauppauge, NY	\$7.90	\$8.10	-2	James Kalousdian	45	COM 100%	6	16	0	Prv	1

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373	366	Dupli-Systems Inc., Strongsville, OH	\$7.90	\$8.04	-2	Bud Eldridge	65	N/A	0	11	4	Prv	1
375	373	DUKE, Eastlake, OH	\$7.81	\$7.53	+4	Blake A. Leduc	52	COM 50%; CAT 25%; DM 25%	0	3	3	Prv	2
376	370	Hi-Tech Printing, Fairfield, OH	\$7.80	\$7.65	+2	Robert P. Dillingham	28	PKG 100%	17	5	1	Prv	1
376	375	Elk Grove Graphics, Elk Grove Village, IL	\$7.80	\$7.20	+8	Michael Stanley	45	COM 40%; CAT 20%; SPEC 20% (Variable data); DM 20%	0	23	2	Prv	1
378	380	Texoma Print Services, Durant, OK Sub., Choctaw Nation of Oklahoma, Durant, OK	\$7.64	\$6.79	+13	Russell Marcum	15	DM 50%; SPEC 30% (Promotional products, apparel)	0	16	0	Prv	1
379	371	ColorCraft of Virginia, Sterling, VA	\$7.50	\$7.60	-1	Jim Mayes	35	COM 90%; SPEC 10% (Digital printing)	0	12	7	Prv	1
380	379	Thompson Print & Mailing Solutions, San Antonio	\$7.10	\$6.85	+4	David Thompson	53	BF 30%; COM 30%; DIR 10%; DM 10%; INS 6%; BKS 2%	0	5	5	Prv	2
381	-	Precision Graphics, Birmingham, AL	\$7.00	-	-	Robert Grant	25	COM 60%; DM 30%; SPEC 10% (Graphic design)	0	14	2	Prv	1
381	387	Fort Orange Press, Albany, NY	\$7.00	\$6.00	+17	Robert F. Witko	45	COM 100%	0	16	0	Prv	1
383	381	Bramkamp Printing, Cincinnati	\$6.90	\$6.70	+3	Larry Kuhlman	30	COM 65%; DM 35%	0	9	6	Prv	1
383	382	M13 Graphics, Schaumburg, IL	\$6.90	\$6.68	+3	Dan Banakis	44	COM 100%		N/A		Prv	1
383	385	Custom Printing, Oxnard, CA	\$6.90	\$6.50	+6	Charles Utts	49	DM 50%; CAT 20%; COM 20%; PKG 10%		N/A		Prv	2
386	378	B&W Press, Georgetown, MA	\$6.79	\$6.97	-3	Paul J. Beegan	47	DM 55%; CAT 35%; NEWS 8%; PREP 2%	44	0	0	Prv	1
387	386	PrintManagement LLC, Cincinnati	\$6.67	\$6.14	+9	Joe Desch	35	SPEC 38% (Web-to-print, design); BKS 21%; COM 19%	0	4	3	Prv	1
388	393	Supreme Graphics, Arcadia, WI Div., Blaschko Enterprises, Arcadia, WI	\$6.50	\$5.50	+18	Charles Blaschko	50	COM 80%; BKS 15%; PKG 5%	0	23	5	Prv	1
389	384	FolgerGraphics Inc., Hayward, CA	\$6.45	\$6.54	-1	Dick Folger	45	NEWS 30%; DM 30%; PUB 30%; COM 6%; BKS 2%	30	15	3	Prv	1
390	376	Corley Printing, St. Louis	\$6.30	\$7.15	-12	Walker Deibel	35	BKS 95%; SPEC 5%	6	4	3	Prv	1
391	383	Fabron Products, River Rouge, MI	\$6.20	\$6.60	-6	Bruce L. Dinda	15	PKG 100%		N/A		Prv	1
392	391	Carlith LLC, Carpentersville, IL	\$6.17	\$5.80	+6	James Erber	32	INS 25%; CAT 20%; PKG 10%; PUB 10%	0	16	5	Prv	1
393	390	Total Printing Systems, Newton, IL	\$6.13	\$5.81	+6	Richard M. Lindemann	45	BKS 75%; SPEC 20%; DIR 3%	2	3	6	Prv	1
394	374	Roberts Printing, Clearwater, FL	\$6.00	\$7.40	-19	Wayne Nightingale	50	COM 35%; CAT 25%; PREP 15%; BKS 10%; INS 5%	0	14	3	Prv	1
394	387	Chromatic Lithographers, Glendale, CA	\$6.00	\$6.00	-	Richard Sevigny	50	COM 50%; PKG 30%; SPEC 10%; CAT 5%; DM 5%	0	26	0	Prv	2
396	394	Brodnax Printing, Dallas	\$5.70	\$5.40	+6	Michael Campbell	40	COM 80%; CAT 10%; DM 10%		N/A		Prv	1
397	387	A&B Printing and Mailing, Las Vegas	\$5.50	\$6.00	-8	Kathy Gillespie	45	COM 53%; DM 20%; SPEC 15%; PKG 10%; BKS 2%	0	5	2	Prv	1
397	395	Chippewa Graphics, New Hope, MN	\$5.50	\$5.20	+6	Robert Blackorbay	35	INS 60%; COM 35%; BF 3%; PKG 2%	4	12	1	Prv	1
399	391	The Castle Press, Pasadena, CA	\$5.20	\$5.80	-10	Susan Kinney	39	COM 41%; DM 20%; SPEC 11% (Digital printing); PUB 10%		N/A		Prv	1
400	397	Spectrum Printing & Graphics, Rockville, MD	\$5.13	\$5.00	+3	Andrew Berman	40	COM 100%	0	12	0	Prv	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 2012 PRINTING IMPRESSIONS 400 ranking was compiled and edited by Julie Greenbaum, Associate Editor.