

Ranking '13	'12 Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
1	RR Donnelley, Chicago	\$10,221.90	\$10,611.00	-3	Thomas J. Quinlan III	57,000	N/A	DCW; DCS; DWF; FLX; GRV; LTR; OFS; OFW; OFD; SCR	Pub	175
2	Quad/Graphics, Sussex, WI	\$4,094.00	\$4,325.00	-5	Joel Quadracci	25,000	INS 25%; SPEC 23%; CAT 17%; PUB 15%; DM 9%	DCW; DCS; DWF; FLX; GRV; OFS; OFW	Pub	66
3	Valassis, Livonia, MI	\$2,162.10	\$2,236.00	-3	Rob Mason	6,400	N/A	N/A	Pub	3
4	Cenveo Inc., Stamford, CT	\$2,100.00	\$1,909.00	+10	Robert G. Burton Sr.	7,582	SPEC 69% (Labels, envelopes, content); PUB 23%; PKG 5%; PREP 3%	DCW; DCS; DWF; FLX; OFS; OFW; OFD	Pub	105
5	TC Transcontinental Printing, Montreal	\$2,053.57	\$1,934.18	+6	Francois Olivier	9,500	INS 44%; COM 18%; PUB 17%; NEWS 16%; BKS 5%	DCW; DCS; DWF; OFS; OFW	Pub	27
6	Deluxe Corp., Shoreview, MN	\$1,515.00	\$1,418.00	+6	Lee Schram	5,460	SPEC 86% (Checks, Other); BF 14%	N/A	Pub	16
7	Vistaprint, Lexington, MA Div., Vistaprint N.V., Venlo, Netherlands	\$1,167.50	\$1,020.30	+14	Robert Keane	4,100	SPEC 100% (Online Provider of Marketing Products/ Services for Small Businesses)	N/A	Pub	N/A
8	Visant Corp., Armonk, NY Sub., Visant Holding Corp., Armonk, NY	\$1,155.30	\$1,217.80	-5	Marc Reisch	N/A	N/A	N/A	Prv	N/A
9	Consolidated Graphics, Houston* *Being Acquired by RR Donnelley. Transaction Expected to Close Q1 2014.	\$1,048.24	\$1,045.20	-	Joe R. Davis	5,288	COM 49%; SPEC 27%; DM 10%; CAT 6%; PKG 4%	DCW; DCS; DWF; FLX; LTR; OFS; OFW	Pub	70
10	Multi-Color Corp., Batavia, OH	\$700.00	\$650.00	+7	Nigel Vincombe	3,000	PKG 100%	DCW; DCS; DWF; FLX; GRV; LTR; OFS; OFW; OFD; SCR	Pub	31
11	DST Output, El Dorado Hills, CA Sub., DST Systems, Kansas City, MO	\$650.00	\$602.00	+7	Steve Towle	2,800	SPEC 100%	N/A	Pub	3
12	Standard Register, Dayton, OH	\$601.99	\$648.11	-7	Joseph Morgan	N/A	N/A	N/A	Pub	N/A
13	Ennis Inc., Midlothian, TX	\$533.00	\$517.00	+3	Keith Walters	5,500	SPEC 41% (Envelopes, labels, tags, stationery, folders, promotional products); BF 38%; DM 10%; COM 6%	DCW; DCS; DWF; FLX; OFS; OFW; SCR	Pub	57
14	WS Packaging Group, Green Bay, WI	\$437.45	\$441.73	-	Rex Lane	1,691	PKG 89%; SPEC 9%; DM 2%	DCW; DCS; FLX; GRV; OFS; OFW; OFD; SCR	Prv	21
15	Brown Printing, Waseca, MN Parent: Gruner + Jahr, Hamburg, Germany	\$409.00	\$421.00	-3	Mike Amundson	2,200	PUB 70%; CAT 30%	OFW	Prv	3
16	Fort Dearborn, Elk Grove, IL	\$375.00	\$350.00	+7	Jeff Brezek	1,400	PKG 100%	DCW; FLX; GRV; OFS; OFW; SCR	Prv	13
17	IWCO Direct, Chanhasen, MN	\$350.00	\$390.00	-10	James N. Andersen	2,250	DM 100%	DCW; DCS; FLX; OFS; OFW	Prv	6
18	Sir Speedy Printing and Marketing Services, Mission Viejo, CA Div., Franchise Services (FSI), Mission Viejo, CA	\$345.00	\$337.00	+2	Richard Lowe	N/A	SPEC 40% (Digital printing, signage); DM 30%; COM 15%; PREP 10%; BKS 5%	DCS; DWF; OFS	Prv	338
19	Allegra Network, Plymouth, MI	\$303.00	\$299.00	+1	Carl Gerhardt, Michael Marcantonio	2,000	COM 40%; DM 20%; SPEC 20% (Marketing services); PREP 10%; BF 10%	DCS; DWF; OFS	Prv	474
20	AlphaGraphics, Salt Lake City Parent: BC Alpha LLC, Chevy Chase, MD	\$281.88	\$289.99	-2	Art Coley	2,000	SPEC 61%; COM 20%; PKG 10%; PREP 8%; DM 1%	DCW; DCS; DWF; LTR; OFS; OFW; SCR	Prv	279
21	Arandell Corp., Menomonee Falls, WI	\$271.00	\$271.00	-	Donald J. Treis, James F. Treis, David C. Treis, James R. Glenske	615	CAT 93%; PUB 4%; PREP 3%	OFW	Prv	1
22	The Sheridan Group, Hunt Valley, MD	\$267.23	\$264.90	-	John A. Saxton	1,461	PUB 54%; CAT 25%; BKS 21%	DCW; DCS; OFS; OFW	Prv	5
23	Trend Offset Printing, Los Alamitos, CA	\$267.20	\$247.80	+7	Anthony J. Lienau	1,015	PUB 50%; INS 35%; CAT 10%; DIR 5%	DCS; OFW; OFD	Prv	3
24	J.J. Keller & Associates, Neenah, WI	\$264.00	\$243.00	+8	James J. Keller	1,200	PUB 50%; BKS 30%; BF 10%; DM 10%	DCS; OFS; OFW; SCR	Prv	1
25	Courier Corp., N. Chelmsford, MA	\$261.32	\$259.38	-	James F. Conway III	1,501	BKS 100%	DCW; DCS; DWF; OFS; OFW; OFD; SCR	Pub	5
26	The Command Web Group, Secaucus, NJ	\$250.00	\$166.00	+50	Andrew Merson, Steven Merson	625	BKS 52%; FIN 13%; PKG 12%; DIR 9%; COM 8%; CAT 3%; PUB 3%	DCW; DCS; FLX; OFS; OFW	Prv	5
27	Canadian Bank Note, Ottawa	\$225.00	\$185.00	+21	Doug Arends	1,200	SPEC 100% (Security printing)	DCW; DCS; FLX; LTR; OFS; OFW	Prv	4
28	St. Joseph Communications, Concord, Ontario, Canada	\$220.00	\$240.00	-8	Tony Gagliano	1,500	PUB 40%; CAT 20%; PREP 15%; INS 10%; DM 5%; FIN 5%; COM 5%	DCS; DWF; LTR; OFS; OFW; OFD	Prv	3
29	EarthColor, Parsippany, NJ	\$215.00	\$227.00	-5	Robert Kashan	590	COM 38%; DM 25%; INS 20%; PREP 10%; PKG 5%	DCS; DWF; OFS; OFW; OFD	Prv	6
30	SG360 [®] , a Segedahl Co., Wheeling, IL	\$192.00	\$178.00	+7	Richard Joutras	440	DM 60%; SPEC 30%; COM 10%	N/A	Emp	3
31	Imagine! Print Solutions, Minneapolis	\$191.00	\$172.05	+11	Robert J. Lothenbach	850	SPEC 51% (P-O-P); COM 25%; PKG 23%; PREP 1%	DCW; DCS; DWF; FLX; OFS; SCR	Prv	1
32	BELMARK Inc., DePere, WI	\$180.00	\$173.00	+4	Karl A. Schmidt	600	PKG 100%	DCW; FLX; OFW	Prv	4
33	Publishers Press, Shepherdsville, KY	\$174.00	\$168.00	+3	Nicholas X. Simon	1,400	PUB 97%; COM 2%; PKG 1%	DCS; FLX; OFS; OFW	Prv	2
34	Vomela Specialty, St. Paul, MN	\$167.00	\$135.00	+23	Thomas L. Auth	1,050	SPEC 100% (Retail, fleet, events, NASCAR, OEM)	DCW; OFD	Prv	15
35	Walsworth Publishing, Marceline, MO	\$165.10	\$148.90	+10	Don O. Walsworth	1,250	BKS 58%; PUB 35%; CAT 7%	DCS; OFS; OFW	Prv	4

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

Ranking '13	'12 Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
36	34 DG3 Diversified Global Graphics Group , Jersey City, NJ	\$148.00	\$150.00	-1	Thomas Saggiomo	700	FIN 45%; COM 35%; SPEC 15% (Digital marketing); INS 5%	DCS; DWF; OFS; OFW; OFD	Prv	5
37	38 Japs-Olson Co. , St. Louis Park, MN	\$145.90	\$134.43	+8	Michael W. Beddor	586	DM 80%; CAT 10%; COM 10%	DCS; LTR; OFS; OFW; OFD	Prv	1
38	36 Freedom Graphic Systems , Milton, WI	\$145.73	\$140.10	+4	Martin Liebert	560	DM 95%; S/T 3%; COM 3%	DCW; DCS; OFW; OFD	Prv	4
39	39 OneTouchPoint Inc. , Oak Brook, IL	\$135.00	\$128.00	+5	Tom Simunek	900	COM 60%; PKG 10%; PREP 10%; FIN 5%; BKS 5%	DCW; DCS; DWF; LTR; OFS; OFD	Prv	11
40	40 Gannett Publishing Services , McLean, VA Div., Gannett Inc., McLean, VA	\$126.00	\$125.00	-	Evan Ray	8,000	NEWS 72%; INS 10%; SPEC 10% (Retail); PUB 5%; CAT 3%	N/A	Pub	40
40	42 Universal/Wilde , Westwood, MA	\$126.00	\$122.00	+3	Bill Fitzgerald	456	SPEC 35%; COM 24%; FIN 18%; DM 12%; BKS 5%	DCW; DCS; OFS; OFW; OFD	Prv	5
42	45 MPI Label Systems , Sebring, OH	\$125.50	\$113.00	+11	Randy L. Kocher	560	PKG 86%; SPEC 10% (Label applying equipment, RFID); PREP 2%; DM 2%	DCW; DCS; FLX; SCR	Prv	11
43	41 Lithographix Inc. , Hawthorne, CA	\$125.00	\$123.00	+1	Herb Zebrack	300	SPEC 35% (Grand-, large-format, retail), COM 25%; CAT 10%; PREP 10%; INS 10%; DM%; PKG 5%	DCS; DWF; OFS; OFW	Prv	1
44	43 4over Inc. , Glendale, CA	\$115.00	\$115.00	-	Zarik Megerdichian	705	N/A	DCS; DWF; OFS; OFD	Prv	8
45	46 PIP Printing and Marketing Services , Mission Viejo, CA Div., Franchise Services (FSI), Mission Viejo, CA	\$113.80	\$111.65	+2	Richard Lowe	N/A	SPEC 40%; COM 25%; DM 20%; PREP 10%; BKS 5%	DCS; DWF; OFS	Prv	103
46	47 Creel Printing , Las Vegas	\$113.25	\$108.50	+4	Allan Creel	450	PUB 30%; CAT 30%; COM 17%; DM 10%; SPEC 10%	DCS; DWF; OFS; OFW; OFD	Prv	4
47	43 Edwards Brothers Malloy , Ann Arbor, MI	\$110.00	\$115.00	-4	John J. Edwards	830	BKS 95%; PUB 5%	DCW; OFS; OFW	Prv	11
48	54 Smyth Cos. LLC , St. Paul, MN	\$105.00	\$95.00	+10	John Hickey	420	PKG 98%; COM 2%	DCW; FLX; OFS	Prv	5
48	52 Rohrer Corp. , Wadsworth, OH	\$105.00	\$96.20	+9	Scot D. Adkins	490	PKG 100%	FLX; SCR	Prv	6
50	50 Champion Industries , Huntington, WV	\$104.41	\$104.51	-	Marshall Reynolds	N/A	N/A	N/A	Pub	N/A
51	49 Sandy Alexander , Clifton, NJ	\$104.00	\$105.00	-1	Mike Graff	256	COM 40%; DM 23%; SPEC 17%; CAT 8%; FIN 5%; INS 5%; PREP 2%	DCW; DCS; DWF; OFS; OFW; OFD	Prv	2
52	58 Hammer Packaging , W. Henrietta, NY	\$103.72	\$87.13	+19	James E. Hammer	450	PKG 100%	FLX; OFS; OFW	Prv	2
53	48 Taylor Publishing , Dallas Sub., American Achievement, Austin, TX	\$102.90	\$106.00	-2	Steven Parr	350	BKS 100%	DCS; OFS	Prv	1
54	60 Tweddle Group , Clinton Township, MI	\$102.00	\$84.58	+21	Andrew Tweddle	603	BKS 100%	DCS; OFS; OFW	Prv	2
55	51 The MATLET Group , Pawtucket, RI	\$100.00	\$99.00	+1	Gary Stiffler	420	PKG 65%; COM 20%; SPEC 15%	DCW; OFS; OFW	Prv	3
56	56 American Litho , Carol Stream, IL	\$98.40	\$93.40	+5	Michael Fontana, Chris Joyaux	350	DM 50%; CAT 20%; INS 15%; SPEC 10% (Digital, wide-format, fulfillment); PKG 5%	DCW; DCS; DWF; OFS; OFW; OFD	Prv	2
57	69 Phoenix Lithographing , Philadelphia	\$97.00	\$76.00	+27	Barry Green	210	DM 26%; COM 25%; PKG 12%; INS 10%; BF 8%	DCW; DCS; LTR; OFS; OFW	Prv	3
58	53 Strine Printing , York, PA	\$96.80	\$95.20	+1	Michael A. Strine	405	SPEC 40% (P-O-P/P-O-S); PKG 40%; COM 15%; DM 5%	DCS; DWF; LTR; OFS; OFD	Prv	1
59	54 The Lowe-Martin Group , Ottawa	\$96.00	\$95.00	+1	Ward Griffin	550	PUB 45%; COM 27%; SPEC 16%; DM 6%; BKS 5%	DCW; DCS; DWF; OFS; OFW	Prv	3
60	74 Phoenix Group , Philadelphia	\$95.00	\$72.00	+31	Barry Green	300	COM 55%; DM 15%; SPEC 10%; FIN 5%; BF 5%	DCS; DWF; OFS; OFW; OFD	Prv	5
61	62 L.K. Litho , Middle Island, NY Div., The Linick Group, Middle Island, NY	\$89.77	\$82.00	+9	Andrew S. Linick, Roger Dextor	251	BKS 40%; PUB 35%; DM 10%; DIR 10%; PREP 5%	DCW; DCS; DWF; FLX; GRV; LTR; OFS; OFW; OFD; SCR	Prv	6
62	61 Mimeo.com , New York	\$89.40	\$84.50	+6	John Delbridge	608	COM 76%; SPEC 13% (Photo publishing); BKS 8%	DCW; DCS; DWF	Prv	3
63	66 Mittera Group , Newton, IA	\$88.90	\$78.10	+13	Jon Troen	600	N/A	N/A	Prv	4
64	67 Nosco , Gurnee, IL Sub., Holden Industries, Deerfield, IL	\$83.00	\$78.00	+6	Russell Haraf	485	PKG 95%; COM 5%	DCW; DCS; FLX; LTR; OFS; OFD	Emp	3
65	70 Publication Printers , Denver	\$80.20	\$75.60	+6	Gary Rosenberg	395	PUB 40%; DM 30%; CAT 20%; COM 10%	DCS; OFW	Prv	1
66	71 Direct Connect Group , Cleveland	\$79.73	\$75.00	+6	Robert A. Durham	525	COM 47%; DM 20%; SPEC 10%; PUB 10%	DCS; DWF; LTR; OFS; OFW; OFD	Prv	7
67	64 National Graphics , N. Branford, CT	\$78.35	\$78.30	-	Nicholas M. Napoli	341	DM 60%; COM 30%; INS 5%; BF 5%	N/A	Prv	3
68	68 TST/Impreso Inc. , Coppell, TX	\$78.27	\$77.64	-	Marshall Sorokwasz	192	SPEC 85% (Laser sheet, P-O-P rolls); BF 15%	OFS; OFW	Prv	7
69	73 National Print Group , Chattanooga, TN	\$77.00	\$72.50	+6	Phil Harris	400	SPEC 90%; PREP 5%; COM 5%	DCS; DWF; OFS; SCR	Prv	3
70	65 Specialty Print Communications , Niles, IL	\$76.80	\$78.20	-1	Adam M. LeFebvre	330	DM 45%; INS 30%; COM 25%	DCW; DCS; DWF; OFS; OFW; OFD	Prv	3
71	57 BCT , Fort Lauderdale, FL	\$76.00	\$88.00	-13	Peter Posk	700	COM 100%	DCW; DCS; OFS; OFD	Prv	40
72	63 IntegraColor , Mesquite, TX	\$75.00	\$80.00	-6	Larry C. King	375	COM 50%; PKG 40%; SPEC 10%	DCW; DCS; DWF; FLX; LTR; OFS; OFW; OFD; SCR	Prv	3
72	71 Friesens Corp. , Altona, Manitoba, Canada	\$75.00	\$75.00	-	Curwin W. Friesen	525	BKS 95%; SPEC 5%	N/A	Emp	3
74	83 Midnight Oil (Formerly LAGraphic) , Burbank, CA	\$72.00	\$58.30	+23	Tom Stillwell, Dan Stillwell, Brandon Gabriel	324	COM 35%; PREP 33%; SPEC 25%; PKG 5%; INS 2%	DWF; OFS	Prv	1
75	75 American Spirit Graphics , Minneapolis	\$71.25	\$69.50	+2	A. Oscar Carlson	311	DM 40%; COM 40%; INS 20%	DCW; OFS; OFW; OFD	Prv	4

Ranking '13	'12 Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
76	59 Henry Wurst Inc., N. Kansas City, MO	\$70.01	\$85.13	-17	Michael S. Wurst	292	COM 35%; DM 22%; SPEC 12%; FIN 11%; CAT 10%	DCS; OFS; OFW	Prv	2
77	76 Flower City Printing, Rochester, NY	\$68.08	\$66.61	+2	William Oliveri, George Scharr	291	PKG 70%; COM 10%; PREP 10%; CAT 4%; DM 3%; SPEC 3% (Digital)	DWF; FLX; OFS	Prv	3
78	77 Southwest Offset Printing, Gardena, CA	\$65.00	\$65.00	-	Ryan McDonald	450	NEWS 40%; PUB 40%; COM 20%	OFW	Prv	2
79	82 JohnsByrne Co., Niles, IL	\$64.37	\$59.21	+8	Corey Gustafson	237	PKG 64%; DM 20%; COM 16%	OFS; OFD	Prv	2
80	80 The John Roberts Co., Minneapolis	\$61.00	\$60.00	+1	Michael R. Keene	283	COM 60%; INS 20%; CAT 10%; DM 10%	N/A	Prv	1
81	79 Continental Web Press, Itasca, IL	\$60.50	\$60.50	-	Diane K. Field	300	CAT 75%; DM 25%	N/A	Prv	2
81	105 Southeastern Printing, Stuart, FL	\$60.50	\$46.17	+31	Don Mader	230	PKG 70%; COM 30%	DCS; DWF; FLX; OFS	Prv	3
83	80 Outlook Group, Neenah, WI	\$60.00	\$60.00	-	John Cappy	350	PKG 90%; DM 10%	DCS; FLX; GRV; OFS; OFW; OFD	Prv	1
83	96 H.S. Crocker Co., Huntley, IL	\$60.00	\$50.00	+20	Ron Giordano	160	PKG 90%; SPEC 5%; PREP 5%	N/A	Emp	2
85	93 Kirkwood Printing, Wilmington, MA	\$59.00	\$52.00	+13	Bob Coppinger	165	COM 50%; DM 30%; CAT 10%; BKS 5%; FIN 5%	DCS; DWF; OFS	Prv	2
86	84 Grandville Printing, Grandville, MI	\$58.90	\$57.29	+2	Jeffrey C. Brewer	320	INS 67%; SPEC 27% (Digital printing); COM 6%	DCS; DWF; OFS; OFW	Prv	1
87	95 Classic Graphics, Charlotte, NC	\$57.78	\$50.45	+14	David Pitts	281	COM 35%; DM 30%; FIN 20%; CAT 10%; PKG 5%	DCS; DWF; OFS	Emp	2
88	85 Worzalla Publishing, Stevens Point, WI	\$57.00	\$56.50	-	Jim Fetherston	270	BKS 90%; DIR 10%	OFS; OFW; OFD	Emp	1
88	88 Meyers, Minneapolis	\$57.00	\$54.00	+5	David Dillon	250	SPEC 90% (Retail marketing, labels, cards); PKG 10%	DCW; DCS; FLX; OFS; SCR	Prv	1
90	78 Pictorial Corp., Carlstadt, NJ	\$56.30	\$64.45	-12	Meryle Samuels, Donald Samuels, Lester Samuels, Gary Samuels	175	COM 65%; INS 25%; SPEC 10% (Pharma)	DCS; OFS; OFW	Prv	1
90	89 NPC Inc., Claysburg, PA	\$56.30	\$53.43	+5	Mark Barnhart	450	BKS 34%; DM 24%; COM 16%; SPEC 11%; BF 7%	DCW; DCS; OFS; OFW; OFD	Prv	3
92	103 Primary Color Systems, Costa Mesa, CA	\$56.00	\$46.50	+20	Daniel Hirt	290	SPEC 30% (Large-format digital, fabrication); COM 20%; PREP 20%; DM 10%; CAT 5%; INS 6%	DCS; DWF; OFS; OFD; SCR	Prv	3
93	87 GLS Cos., Brooklyn Park, MN	\$54.56	\$54.20	-	Gary L. Garner	310	COM 65%; DM 25%; SPEC 10% (Creative, IT services, distribution services, promotional products)	DCS; OFS; OFW	Prv	3
94	86 Glenroy Inc., Menomonee Falls, WI	\$53.27	\$54.65	-2	Rich Buss	175	PKG 100%	FLX	Prv	1
95	124 Ripon Printers, Ripon, WI	\$52.30	\$37.40	+39	H. Andersen Lyke	320	COM 40%; CAT 25%; PUB 20%; DIR 10%; NEWS 5%	DCS; OFS; OFW	Prv	1
96	93 FCL Graphics, Harwood Heights, IL	\$52.00	\$52.00	-	Stephen Flood	151	DM 70%; COM 15%; INS 10%; CAT 5%	DCW; DCS; OFS; OFW; OFD	Prv	1
96	96 Webcrafters Inc., Madison, WI	\$52.00	\$50.00	+4	Jac Garner	400	BKS 90%; CAT 7%; PUB 3%	DCW; DCS; OFD	Prv	2
98	106 The Garvey Group, Niles, IL	\$51.00	\$46.00	+10	Edward J. Garvey Jr.	230	PKG 30%; COM 30%; SPEC 30% (retail and out-of-home signage); DM 10%	DWF; OFS	Prv	5
99	92 Wright Business Graphics, Portland, OR	\$50.75	\$52.16	-2	Jim Wright	293	BF 68%; COM 20%; S/T 9%; DM 3%	DCS; LTR; OFS; OFW; OFD	Prv	5
100	108 Concord Litho Group, Concord, NH	\$50.31	\$44.70	+13	Peter E. Cook	175	DM 40%; COM 20%; INS 20%; SPEC 10%; CAT 5%	N/A	Prv	1
101	100 Bert-Co Industries, Los Angeles	\$50.20	\$48.50	+3	Wayne Cavallucci	185	PKG 95%; COM 5%	OFS; SCR	Prv	2
102	96 K/P Corp., San Leandro, CA	\$50.00	\$50.00	-	Joe Atturio	330	COM 26%; DM 25%; SPEC 24% (Inventory, fulfillment, Web services); FIN 10%; BF 4%	DCS; DWF; OFS; OFW; OFD	Prv	7
103	91 Diamond Packaging, Rochester, NY	\$49.54	\$52.90	-6	Karla Fichter	225	PKG 100%	FLX; OFS	Prv	2
104	104 Journal Graphics, Portland, OR	\$49.20	\$46.30	+6	Philip C. Bridge	176	PUB 85%; CAT 10%; COM 5%	OFW	Prv	1
105	99 Adplex, Houston	\$48.73	\$48.97	-	Edward Raine	197	INS 85%; PREP 7%; SPEC 5% (Technology services)	OFW	Prv	2
106	118 Diversified Labeling Solutions, Itasca, IL	\$46.41	\$39.73	+17	Jim Kersten, Bob Hakman	170	SPEC 100% (Pressure-sensitive labels)	DCW; FLX	Prv	4
107	111 The Lane Press, S. Burlington, VT	\$45.70	\$42.60	+7	Philip M. Drumheller	180	PUB 90%; COM 10%	OFW	Prv	1
108	109 Bartash Printing, Philadelphia	\$45.00	\$44.50	+1	Eric Roberts	250	PUB 60%; NEWS 25%; SPEC 10%; DM 5%	OFW	Prv	1
109	106 Universal Printing, St. Louis	\$44.00	\$46.00	-4	Robert A. Ebel	200	COM 100%	OFS; OFW	Prv	2
110	90 Werthan Packaging, White House, TN	\$43.00	\$53.00	-18	Donald P. Belmont	270	PKG 100%	FLX; GRV	Prv	2
111	110 Midland Information Resources, Davenport, IA	\$42.92	\$43.90	-2	Thomas P. Sheehan	196	BKS 80%; SPEC 10% (IT solutions); COM 10%	DCW; DCS; DWF	Pub	1
112	112 Times Printing, Random Lake, WI	\$42.00	\$42.00	-	Jack Scholler	300	CAT 60%; PUB 40%	OFS; OFW	Prv	1
112	116 Ramallo Brothers Printing, San Juan, PR	\$42.00	\$40.00	+5	Alberto Ramallo	442	INS 36%; PKG 18%; BF 17%; COM 8%; CAT 8%	DCS; DWF; OFS; OFW	Prv	3
114	113 Weldon, Williams & Lick, Ft. Smith, AR	\$41.50	\$41.00	+1	Jim Walcott	300	SPEC 100%	DCW; DCS; FLX; LTR; OFS; OFD; SCR	Prv	1

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

Ranking '13	'12 Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
114	114 Vision Integrated Graphics Group, Chicago	\$41.50	\$40.25	+3	Doug Powell	235	SPEC 50%; COM 35%; CAT 15%	N/A	Prv	N/A
116	120 Colonial Press International, Miami	\$41.00	\$39.00	+5	Jose Gomez, Jorge Gomez	200	COM 45%; DM 15%; CAT 10%; INS 10%; PUB 8%	DCS; OFS; OFW	Prv	1
116	102 Foxfire Printing and Packaging, Newark, DE	\$41.00	\$47.00	-12	John Ferretti	205	SPEC 93% (Retail P-O-P); COM 3%; DM 3%; PUB 1%	DCW; DCS; DWF; OFS; OFW	Prv	4
116	116 Contemporary Graphic Solutions, Pennsauken, NJ	\$41.00	\$40.00	+3	Timothy Moreton, James Moreton	225	COM 30%; DM 20%; PKG 20%; FIN 15%; PREP 15%	DCW; DCS; DWF; LTR; OFS; OFD; SCR	Prv	1
119	115 Versa Press, E. Peoria, IL	\$40.85	\$40.03	+2	Steven J. Kennell	185	BKS 100%	OFS	Prv	1
120	100 Brown Industries, Dalton, GA	\$40.26	\$48.50	-16	Richard Klein, Stuart Nelson	485	SPEC 43% (P-O-P); COM 24%; CAT 24%; DM 5%	DCW; DCS; DWF; LTR; OFS; SCR	Prv	6
121	128 Solo Printing, Miami	\$40.00	\$35.00	+14	Manuel Hernandez, Jorge L. Hernandez	155	CAT 40%; BKS 20%; DM 20%; PUB 10%; COM 10%	OFS; OFW	Prv	1
122	128 Tukaiz LLC, Franklin Park, IL	\$39.86	\$35.00	+14	Frank Defino Sr., Frank Defino Jr., John Quinto Defino, Dan Defino, Christopher Calabria	220	N/A	DCS; DWF; OFS; OFD	Prv	1
123	123 Schumann Printers, Fall River, WI	\$39.50	\$37.50	+5	Dan Schumann	175	PUB 85%; CAT 15%	OFW	Prv	1
124	119 Advanced Web, Minneapolis	\$38.93	\$39.20	-	Jim Lundquist	154	SPEC 100% (Labels, flexible packaging)	DCW; FLX	Prv	2
125	147 Midstates Printing, Aberdeen, SD	\$38.69	\$32.22	+20	Roger J. Feickert	325	DM 50%; CAT 20%; COM 20%; PUB 10%	DCS; DWF; LTR; OFS; OFW	Prv	1
126	128 King Printing, Lowell, MA	\$38.00	\$35.00	+8	Adi Chinai	100	BKS 98%; COM 2%	DCW	Prv	1
127	120 Suttle-Straus Inc., Waunakee, WI Sub., Telephone & Data Systems, Chicago	\$37.50	\$39.00	-3	John Berthelsen	192	DM 45%; SPEC 20% (Mailing, grand imaging); COM 15%; INS 10%; CAT 5%; PUB 5%	DCW; DCS; DWF; OFS; OFW; OFD	Pub	1
128	140 DS Graphics, Lowell, MA	\$37.23	\$33.78	+10	Jeffrey Pallis	192	SPEC 25% (Mailing and fulfillment); DM 20%; COM 20%; CAT 15%; BKS 10%; PUB 5%; S/T 5%	DCW; DCS; DWF; OFS	Prv	1
129	138 SleeveCo Inc., Dawsonville, GA	\$37.00	\$34.00	+8	Martin Wilson	120	PKG 84%; PREP 10%; SPEC 6%	FLX; GRV	Prv	1
129	128 Edison Litho & Printing, North Bergen, NJ	\$37.00	\$35.00	+5	George Gross, Joseph Ostreicher, Susan Ostreicher	92	SPEC 75%; PKG 25%	DCS; DWF; OFS	Prv	1
131	151 TI Group, Toronto	\$36.40	\$30.83	+18		140	COM 50%; SPEC 40%; DM 10%	N/A	Prv	1
132	128 Knepper Press, Clinton, PA	\$36.20	\$35.00	+3	William J. Knepper	195	COM 20%; DM 15%; CAT 15%; INS 15%; BKS 15%	DCS; OFS; OFW	Prv	1
133	127 Label Technology, Merced, CA	\$36.00	\$35.20	+2	John Bankson	115	PKG 100%	N/A	Emp	1
134	125 Forum Communications Printing, Detroit Lakes, MN Div., Forum Communications, Fargo, ND	\$35.88	\$35.80	-	Dennis Hall	268	PUB 41%; COM 16%; NEWS 16%; INS 6%; BKS 5%	DCS; OFS; OFW	Prv	3
135	141 Omni Systems, Richmond Heights, OH	\$35.87	\$33.75	+6	Adam DeFrancesco	89	PKG 100%	FLX	Prv	1
136	122 Bolger Vision Beyond Print, Minneapolis	\$35.80	\$37.90	-5	dik Bolger	200	COM 40%; DM 20%; PUB 20%; SPEC 10%; CAT 10%	DCS; OFS	Prv	2
137	144 Repacorp Label Products, Tipp City, OH	\$35.40	\$32.62	+9	Rick M. Heini, Tony Heini	165	SPEC 100%	DCW; DCS; DWF; FLX; SCR	Prv	3
138	136 Perfect Plastic Printing, St. Charles, IL	\$35.00	\$34.36	+2	Christopher Smoczynski	171	SPEC 100% (Printing on plastic)	OFS; SCR	Prv	1
138	128 CardPak Inc., Solon, OH	\$35.00	\$35.00	-	Rick Thomas	125	PKG 100%	OFS	Prv	2
138	128 The Regal Press, Norwood, MA	\$35.00	\$35.00	-	Joseph M. Lane	240	SPEC 80% (Digital corporate brand solutions); PREP 5%; BF 5%; DM 5%; PKG 5%	DCW; DCS; DWF; LTR; OFS; OFW; OFD; SCR	Prv	6
141	152 UniGraphic Inc., Woburn, MA	\$34.30	\$30.80	+11	Bob Quinlan	160	COM 40%; DM 25%; SPEC 15% (Fulfillment); BKS 10%	DCW; DCS; DWF; OFS	Prv	1
142	191 DirectMail.com, Prince Frederick, MD	\$34.20	\$24.00	+42	Kirk Swan, Robert Salta	216	DM 100%	DCS; DWF; OFS; OFW	Prv	3
143	166 IBSDirect, King of Prussia, PA	\$34.01	\$29.03	+17	Ted Sherwin	99	DM 75%; SPEC 15% (Commercial heatset web with inline finishing); INS 10%	OFW	Prv	1
144	145 New Jersey Business Forms/InfoSeal, Englewood, NJ	\$34.00	\$32.50	+4	David Harnett, Andrew Harnett	138	SPEC 30% (Labels); DM 30%; BF 25%; S/T 10%	DCW; DCS; FLX; OFS; OFW	Prv	3
145	126 Lake County Press, Waukegan, IL	\$33.94	\$35.44	-4	Ralph L. Johnson	160	COM 50%; SPEC 17% (Fulfillment, mailing, cross-media campaign development); FIN 10%; CAT 10%	DCS; LTR; OFS	Prv	3
146	142 McArdle Solutions, Upper Marlboro, MD Sub., Bloomberg BNA, Arlington, VA	\$33.60	\$33.50	-	Lisa Arsenaault	146	PUB 40%; COM 24%; FIN 17%; SPEC 15%	DCW; DCS; OFS; OFW; OFD	Prv	1
146	155 Prisma, Phoenix	\$33.60	\$30.20	+11	Robert Anderson	185	DM 25%; SPEC 25% (Online storefronts); COM 20%	DCS; DWF; LTR; OFS; OFW; OFD	Prv	2
148	145 Shapco Printing, Minneapolis	\$33.50	\$32.50	+3	Joel Shapiro, Joseph Avery, Don Johnson	115	COM 50%; DM 20%; CAT 10%; FIN 5%; INS 5%; PKG 5%	DCS; DWF; OFS	Prv	1

Ranking '13	'12 Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
149	128 Geographics Inc., Atlanta	\$33.00	\$35.00	-5	Norvin C. Hagan	160	COM 45%; CAT 20%; INS 15%; SPEC 10%; DM 10%	DCS; OFS; OFW; OFD	Prv	1
150	157 Hudson Printing, Salt Lake City	\$32.50	\$30.00	+8	Paul Hudson	175	PUB 60%; COM 30%; INS 5%; CAT 5%	DCW; DCS; OFW; OFD	Prv	1
151	143 The Quantum Group, Morton Grove, IL	\$32.10	\$33.00	-2	William L. White	165	COM 40%; DM 30%; CAT 10%; S/T 10%; FIN 5%	DCS; DWF; OFS	Prv	1
152	137 Angstrom Graphics, Cleveland	\$31.70	\$34.30	-7	Wayne Angstrom	220	COM 50%; INS 18%; DM 15%; CAT 10%; SPEC 5%	DCS; OFS; OFW	Prv	1
153	153 Independent Printing, De Pere, WI	\$31.52	\$30.60	+3	William R. Ziemendorf	270	COM 90%; SPEC 10%	DCS; LTR; OFS; OFD	Prv	1
154	157 J.S. McCarthy Printers, Augusta, ME	\$31.50	\$30.00	+5	Richard Tardiff	167	COM 80%; INS 10%; PREP 10%	DCS; DWF; OFS	Prv	1
155	148 Nieman Printing, Dallas	\$31.20	\$32.10	-2	Joanie Nieman	179	DM 30%; CAT 18%; PUB 15%; BF 12%; SPEC 12%	DCS; DWF; LTR; OFS; OFW	Prv	1
156	167 I.D. Images, Brunswick, OH	\$31.00	\$28.00	+11	Brian Gale	140	N/A	DCW; FLX; OFW	Prv	5
156	– Sierra Office Supply & Printing, Sacramento, CA	\$31.00	–	–	Mike Kipp	172	COM 80%; BKS 10%; SPEC 5%; DM 5%	N/A	Prv	1
158	154 Data Label, Terre Haute, IN	\$30.62	\$30.53	–	George Snyder	100	SPEC 100% (Labels)	DCW; FLX	Prv	1
159	157 Freeprot Press, Freeport, OH	\$30.00	\$30.00	–	David G. Pilcher	145	PUB 70%; CAT 20%; DM 10%	OFS; OFW	Prv	1
159	162 Mercury Print Productions, Rochester, NY	\$30.00	\$29.22	+2	John C. Place	227	BKS 60%; COM 40%	DCW; DCS; DWF; LTR; OFS; OFD	Prv	2
159	157 American Print Solutions, Brooklyn, NY	\$30.00	\$30.00	–	Isaac Braun	60	CAT 20%; DM 15%; PUB 10%; PKG 10%; COM 10%	N/A	Prv	1
159	172 Master Graphics, Rochelle, IL	\$30.00	\$27.00	+11	Kenneth Love	86	INS 40%; DM 25%; COM 20%; FIN 10%	OFW	Prv	2
163	138 ANRO Inc., West Chester, PA	\$29.50	\$34.00	-13	James A. Spinelli Jr., David Spinelli	125	COM 48%; SPEC 37% (Wide-format, Web services); DM 15%	DCW; DCS; DWF; LTR; OFS; OFD	Prv	1
164	163 Allen Press, Lawrence, KS	\$29.30	\$29.20	–	Gerald Lillian	268	PUB 74%; PREP 19%; SPEC 7%	DCS; OFS; OFW	Prv	1
165	156 Sovereign Business Forms, Houston	\$29.23	\$30.02	-2	Benny E. Coffey	210	BF 98%; COM 2%	OFS; OFW	Prv	5
166	164 Dickinson Press, Grand Rapids, MI	\$29.03	\$29.10	–	Jim Pentecost	120	BKS 100%	N/A	Emp	1
167	167 Corporate Press, Lanham, MD	\$28.50	\$28.00	+1	Michael A. Marcian	125	DM 40%; COM 30%; SPEC 20%; BKS 10%	DCS; DWF; OFS; OFW; OFD	Emp	2
168	167 Superior Lithographics, Los Angeles	\$28.40	\$28.00	+1	Doug Rawson	72	PKG 95%; SPEC 5%	OFS	Prv	1
169	206 Rex Three, Sunrise, FL	\$28.00	\$22.00	+27	Stephen H. Miller	165	COM 32%; PKG 30%; PREP 20%; DM 12%; CAT 2%	DCW; DCS; OFS; OFD	Prv	1
169	258 HBP Inc., Hagerstown, MD	\$28.00	\$16.00	+75	John Snyder	100	COM 21%; BKS 18%; SPEC 16% (Wide-format, design, fulfillment, ecommerce); DM 10%	DCS; DWF; OFS; SCR	Prv	2
169	150 Hemlock Printers, Burnaby, British Columbia, Canada	\$28.00	\$30.90	-9	Dick Kouwenhoven	170	COM 62%; FIN 15%; BKS 10%; SPEC 10%; DM 3%	DCS; OFS	Prv	1
172	195 Boutwell Owens & Co., Fitchburg, MA	\$27.60	\$23.93	+15	Ward W. McLaughlin	140	PKG 100%	OFS	Prv	2
172	173 Rand Graphics, Wichita, KS	\$27.60	\$26.90	+2	Randy Vautravers	155	SPEC 50% (Large-format, digital, screen, P-0-P)	DCS; OFS; OFD; SCR	Prv	2
174	197 The YGS Group, York, PA	\$27.32	\$23.59	+15	Jim Kell	156	PUB 50%; SPEC 20%; CAT 15%; COM 10%	DCS; DWF; LTR; OFS	Prv	2
175	176 K1 Packaging Group, City of Industry, CA	\$27.17	\$25.85	+5	Mike Tsai	95	PKG 100%	DCW; FLX; OFS; SCR	Prv	2
176	161 Dome Printing, Sacramento, CA	\$27.10	\$29.96	-9	Tim Poole	125	DM 30%; FIN 25%; CAT 10%; COM 10%; BKS 10%	DCS; DWF; OFS; OFW; OFD	Prv	1
177	180 Baesman Group, Hilliard, OH	\$27.00	\$25.00	+8	Rod Baesman	140	DM 50%; SPEC 40% (Retail P-0-P); COM 10%	DCS; DWF; OFS	Prv	1
177	164 Mosaic, Cheverly, MD Sub., Fontana Lithograph, Cheverly, MD	\$27.00	\$29.10	-7	Brendan Connors, Joe Fontana, Michael Stief	135	COM 60%; SPEC 15%; DM 15%; BKS 10%	N/A	Prv	3
179	198 ColorDynamics, Allen, TX	\$26.60	\$23.50	+13	Charles G. Chalifoux	140	DM 50%; COM 30%; CAT 20%	DCS; OFS; OFW	Prv	1
180	178 Las Vegas Color Graphics, Las Vegas	\$26.50	\$25.63	+3	John Scheffler, Bill Vargas	150	DM 52%; COM 35%; SPEC 13%	DCS; DWF; LTR; OFS; OFD	Prv	1
181	174 The Dot Printer, Irvine, CA	\$26.44	\$26.23	–	Bruce M. Carson	175	COM 50%; DM 15%; SPEC 10%; CAT 10%; INS 10%	DCS; DWF; OFS; OFW	Prv	3
182	179 Salem Printing, Winston-Salem, NC	\$26.25	\$25.30	+3	Phil Kelley Jr.	134	PKG 40%; DM 20%; COM 18%; FIN 15%; SPEC 7%	DCW; DCS; FLX; LTR; OFS	Prv	2
183	177 Gateway Press, Louisville, KY	\$25.60	\$25.80	–	Glen Georgehead	125	CAT 30%; COM 30%; PUB 25%; INS 10%; DIR 5%	OFS; OFW	Prv	1
184	180 Huston-Patterson Corp., Decatur, IL	\$25.50	\$25.00	+2	Thomas W. Kowa	95	PKG 98%; BKS 1%; SPEC 1%	DCS; OFS	Prv	2
184	190 Best Label, Cerritos, CA	\$25.50	\$24.13	+5	Donald Ingle	120	PKG 97%; SPEC 3% (Distributor of labeling machines)	FLX; LTR; SCR	Prv	2
186	185 Worth Higgins & Associates, Richmond, VA	\$25.17	\$24.78	+1	Rick LaReau	150	COM 100%	DCS; DWF; LTR; OFS	Emp	2
187	191 Evergreen Printing, Bellmawr, NJ	\$25.00	\$24.00	+4	Carmen Pinto	140	PUB 50%; NEWS 35%; CAT 15%	N/A	Prv	1
187	180 HardingPoorman, Indianapolis	\$25.00	\$25.00	–	David Harding	148	COM 70%; DM 15%; SPEC 5%; PREP 5%; PUB 5%	DCS; DWF; OFS; OFD	Prv	1
187	191 Bradford & Bigelow, Newburyport, MA	\$25.00	\$24.00	+4	John Galligan	120	BKS 60%; DIR 20%; COM 20%	DCW; DCS; OFS; OFW	Prv	1

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

Ranking '13	'12 Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
187	191 Hooven-Dayton Corp. , Miamisburg, OH Sub., Che International Group, Cincinnati	\$25.00	\$24.00	+4	Christopher Che	100	SPEC 98% (Labels); INS 1%; PKG 1%	DCW; FLX	Prv	2
191	149 GSI Technologies , Burr Ridge, IL	\$24.99	\$31.00	-19	Dave Austin	80	SPEC 100% (Medical, automotive, industrial)	DCW; DCS; FLX; SCR	Prv	1
192	187 Mossberg & Co. , South Bend, IN	\$24.60	\$24.49	-	James W. Hillman	140	COM 50%; PKG 15%; SPEC 15%; CAT 10%; FIN 5%	DCS; FLX; LTR; OFS	Prv	2
193	171 Signature Offset , Boulder, CO	\$24.20	\$27.45	-11	Cary Juvonen	198	NEWS 50%; PUB 25%; PREP 12%; COM 10%; CAT 3%	DCS; OFW	Prv	6
194	186 McNaughton & Gunn , Saline, MI	\$24.00	\$24.50	-2	Julie McFarland	155	BKS 95%; DIR 5%	DCS; OFS; OFW	Prv	1
194	170 Color Ink , Sussex, WI	\$24.00	\$27.50	-12	Todd Meissner	100	COM 60%; DM 10%; SPEC 10%; PREP 5%; PUB 5%	DCS; DWF; OFS	Prv	1
194	180 The P.A. Hutchison Co. , Mayfield, PA	\$24.00	\$25.00	-4	Chris Hutchison	125	BKS 90%; CAT 5%; COM 5%	DCW; OFS; OFW; OFD	Prv	1
194	180 The Label Printers , Aurora, IL	\$24.00	\$25.00	-4	William J. Kane	57	SPEC 95%; PKG 5%	DCW; DCS; FLX; LTR	Prv	2
194	206 Advanced Image Direct/Cloud2You , Fullerton, CA	\$24.00	\$22.00	+9	Ty McMillin		DM 100%	DCS; FLX; OFS; OFW	Prv	N/A
199	200 Tepel Brothers Printing , Troy, MI	\$23.89	\$23.00	+3	James Tepel	108	SPEC 45% (UV printing); COM 30%; DM 10%; PKG 10%	DCS; OFS	Prv	1
200	199 Gilson Graphics , Grand Rapids, MI	\$23.50	\$23.30	-	David L. Gilson	160	COM 53%; CAT 10%; SPEC 10%; BKS 10%; INS 5%	DCW; DCS; DWF; OFS	Prv	3
200	196 Tidewater Direct , Centerville, MD	\$23.50	\$23.70	-	Ken Boone	180	DM 70%; INS 10%; NEWS 10%; PKG 10%	OFW	Prv	3
202	215 PrintingForLess.com , Livingston, MT	\$23.38	\$20.96	+12	Andrew S. Field	160	DM 50%; COM 48%; CAT 2%	N/A	Prv	1
203	218 Sinclair Printing , Los Angeles	\$23.23	\$20.63	+12	Robert J. Sinclair	104	COM 100%	OFS; OFW	Prv	1
204	211 Mi5 Print & Digital Communications , Markham, Ontario, Canada	\$23.12	\$21.47	+8	Derek McGeachie	136	DM 40%; FIN 25%; PUB 15%; PKG 10%; BF 5%	DCW; DCS; DWF; LTR; OFS; OFW; OFD; SCR	Prv	2
205	219 Performance Cos. , Dallas	\$23.00	\$20.50	+12	John T. White	150	SPEC 78% (P-O-P, transaction cards); PKG 10%; COM 10%; DM 2%	DWF; OFS; SCR	Prv	1
205	216 Ambassador Press , Minneapolis	\$23.00	\$20.92	+9	Edward Engle	78	SPEC 50% (P-O-P, kitting); COM 30%; PKG 20%	DCS; DWF; OFS; OFD	Prv	1
205	213 AMP Printing , Dublin, CA	\$23.00	\$21.00	+10	Kathy Main, Jeff Main	90	COM 50%; PKG 20%; DM 10%; CAT 10%; INS 5%	DCS; LTR; OFS; OFD	Prv	1
208	189 Prestone Press , Long Island City, NY	\$22.90	\$24.20	-5	Robert Adler	105	COM 90%; PREP 10%	DCS; DWF; OFS; OFD	Prv	1
209	221 Robin Enterprises , Westerville, OH	\$22.71	\$20.10	+12	Robin Hance	130	COM 100%	DCS; LTR; OFS	Prv	1
210	203 TPC Printing & Packaging , Chattanooga, TN	\$22.70	\$22.60	-	Joseph A. Schmissrauter	160	PKG 100%	OFS; SCR	Prv	1
211	188 Johnson & Quin , Niles, IL	\$22.42	\$24.35	-7	David R. Henkel	90	DM 82%; BF 18%	DCS; OFW	Prv	1
212	200 Maggio Data Forms , Hauppauge, NY	\$22.40	\$23.00	-2	Robert Maggio, Jim Maggio	130	BF 80%; SPEC 10% (Integrated, regular forms); DM 10%	DCW; OFW	Prv	2
213	226 Kappa Graphics , Pittston, PA	\$22.05	\$19.90	+10	Nicholas G. Karabots	216	PUB 66%; BKS 28%; SPEC 6% (Roadmaps)	OFS; OFW; SCR	Prv	1
214	294 Vision Graphics , Loveland, CO	\$22.01	\$13.74	+60	Mark Steputis	125	CAT 30%; DM 30%; COM 30%; INS 5%	DCS; DWF; OFS	Prv	2
215	175 doodad , Austell, GA	\$22.00	\$26.00	-15	Thomas McCloskey	100	INS 70%; DM 20%; CAT 10%	N/A	Prv	2
215	213 Spectra Print , Stevens Point, WI	\$22.00	\$21.00	+4	Eric Hofmeister	124	COM 100%	DCW; DCS; OFS; OFW	Prv	1
217	204 DATAMATX Inc. , Atlanta	\$21.90	\$22.30	-2	Harry Stephens	167	S/T 100%	DCS	Prv	3
218	202 The Marek Group , Waukesha, WI	\$21.60	\$22.85	-5	Fuzzy S. Marek	130	COM 50%; DM 35%; SPEC 15% (Digital printing)	N/A	Prv	2
219	212 Connecticut Color , Meriden, CT	\$21.30	\$21.21	-	Richard Pulle, Richard Herr	75	DM 60%; CAT 15%; INS 10%; COM 10%; FIN 5%	OFW	Prv	1
220	206 Printwest Communications , Regina, Saskatchewan	\$21.00	\$22.00	-4	Dennis Ermel	140	PUB 36%; COM 15%; NEWS 15%; DM 10%; DIR 10%	N/A	Pub	3
220	209 Copy Craft Printers , Lubbock, TX	\$21.00	\$21.80	-4	Marc Hayes	140	COM 40%; CAT 40%; DM 20%	DCS; DWF; LTR; OFS	Prv	2
222	255 Hopkins Printing , Columbus, OH	\$20.20	\$16.10	+25	James F. Hopkins	102	COM 41%; DM 24%; SPEC 11%; PUB 11%	DCS; DWF; LTR; OFS	Emp	1
223	222 Smith Edwards Dunlap , Philadelphia	\$20.00	\$20.00	-	Jonathan Shapiro	100	COM 75%; FIN 10%; PREP 10%; NEWS 5%	DCS; LTR; OFS; OFW	Prv	1
223	222 Phase 3 Media , Atlanta	\$20.00	\$20.00	-	Ken Holsclaw	150	SPEC 100% (P-O-P, marketing collateral)	DCS; DWF; OFS; OFD	Prv	3
223	222 The Allied Group , Cranston, RI	\$20.00	\$20.00	-	Bob Clement	150	N/A	DCW; DCS; OFS; OFW; OFD	Prv	3
226	227 Grafika Commercial Printing , Sinking Spring, PA	\$19.75	\$19.59	-	Bernard J. Elzer III	80	SPEC 70% (Tags, labels, wall decals); PKG 20%; COM 10%	DCW; DCS; FLX; OFS; SCR	Prv	1
227	210 CJK: Print Possibilities , Cincinnati	\$19.50	\$21.50	-9	Robert C. Krehbiel III	115	BKS 73%; CAT 12%; SPEC 9%; PUB 6%	OFS; OFW	Prv	1
228	232 Heeter , Canonsburg, PA	\$19.40	\$18.00	+7	Scott Heeter	100	COM 40%; SPEC 30%; DM 20%; PKG 10%	DCS; OFS; OFD	Prv	2
229	240 Fisher Group , Hiawatha, IA	\$19.36	\$17.25	+12	Martin C. Fisher, J. Jeff Donald	98	DM 62%; INS 16%; CAT 11%; COM 11%	OFW	Prv	1
230	254 CP Direct , Lanham, MD	\$19.30	\$16.20	+19	Matt Trotta	100	DM 100%	OFS; OFW	Prv	1

Ranking '13	'12	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
231	222	Democrat Printing & Lithographing , Little Rock, AR	\$19.20	\$20.00	-4	Bert Parke	105	PUB 75%; CAT 20%; COM 5%	OFW	Prv	1
231	232	DreamWorks Graphic Communications , Skokie, IL	\$19.20	\$18.00	+6	Daniel A. Luka	65	COM 55%; SPEC 15%; DM 5%; PUB 5%; PKG 5%	DCS; OFS; OFD	Prv	1
233	205	Drummond , Jacksonville, FL	\$19.04	\$22.04	-14	John Falconetti	93	COM 55%; DM 20%; DIR 5%; PUB 5%; INS 5%	DCS; DWF; OFS; OFW	Prv	2
234	217	Federal Direct , Clifton, NJ	\$19.00	\$20.80	-8	Angela Stubbs, Bernie Steins, Bill Evans	140	BF 50%; DM 50%	DCS; OFW	Prv	2
234	228	Southern California Graphics , Culver City, CA	\$19.00	\$19.00	-	Tim Toomey	76	COM 69%; PREP 20%; PKG 11%	DCS; OFS	Prv	1
236	238	Inovar , Arlington, TX	\$18.92	\$17.38	+9	David Young	44	PKG 100%	DCW; DCS; FLX	Prv	1
237	220	VG Reed & Sons , Louisville, KY	\$18.91	\$20.20	-6	Robert Reed	84	FIN 65%; DIR 15%; SPEC 10% (Pharma print); COM 10%	DCW; DCS; OFS; OFW	Prv	1
238	281	Graphic Visual Solutions , Greensboro, NC	\$18.86	\$14.55	+29	Bryan Hall	140	PKG 50%; COM 50%	DCS; DWF; FLX; OFS	Prv	2
239	231	Turso Cos. , St. Paul, MN	\$18.75	\$18.60	-	Bruce Rankin	85	PKG 45%; SPEC 35% (Expanded content labels); INS 20%	DCW; FLX; OFS	Prv	2
240	228	Linemark Printing , Upper Marlboro, MD	\$18.70	\$19.00	-1	Steve Bearden, Dave Ashton	100	COM 100%	DCS; DWF; LTR; OFS	Prv	1
241	232	Blanks Printing & Imaging , Dallas	\$18.50	\$18.00	+2	Leron Blanks	75	COM 80%; SPEC 16% (Digital, large-format); PREP 4%	DCS; DWF; OFS	Prv	1
242	278	Canfield & Tack , Rochester, NY	\$18.30	\$14.94	+22	Ray Brown	90	COM 65%; DM 18%; SPEC 8%; CAT 6%; FIN 2%	DCS; DWF; OFS	Emp	1
243	239	L+L Printers , Carlsbad, CA	\$18.12	\$17.37	+4	Bill Anderson	115	DM 45%; CAT 20%; COM 17%; PKG 13%; PREP 3%	DCS; OFS; OFD	Prv	3
244	245	Gintzler Graphics , Buffalo, NY	\$18.10	\$16.90	+7	Bryan Scheible, Mary Scheible, Simon Diver, Bob Strach	78	PKG 100%	DCW; FLX; LTR; SCR	Prv	2
244	235	Integrity Graphics , Windsor, CT	\$18.10	\$17.80	+1	Joseph E. La Valla	120	COM 50%; DM 25%; PREP 10%; SPEC 10%; DIR 5%	DCS; DWF; LTR; OFS	Prv	2
246	236	Kubin-Nicholson Corp. , Milwaukee, WI	\$18.00	\$17.50	+2	Mike Rees	72	COM 60%; SPEC 40% (Out of Home: outdoor, transit)	DWF; OFS	Prv	2
246	258	Cellotape Inc. , Fremont, CA	\$18.00	\$16.00	+12	Peter Offermann	130	PKG 45%; COM 45%; SPEC 7% (NFC/RFID); CAT 1%	DCW; DCS; DWF; FLX; OFD; SCR	Prv	1
246	258	Think Patented , Miamisburg, OH	\$18.00	\$16.00	+12	Kenneth O. Mc Nerney; Niels M. Winther	126	COM 32%; SPEC 26%; DM 15%; PUB 8%; PKG 8%	DCS; DWF; OFS	Prv	1
246	243	Design Distributors , Deer Park, NY	\$18.00	\$17.00	+5	Adam Avrick	100	DM 100%	N/A	Prv	1
250	241	The Zenger Group , Tonawanda, NY	\$17.97	\$17.11	+5	Stephen R. Zenger	118	DM 40%; COM 30%; SPEC 10% (Large-format, photography, retail print); PREP 5%	DCS; DWF; LTR; OFS; OFD	Prv	5
251	247	Impress Communications , Chatsworth, CA	\$17.75	\$16.50	+7	Paul Marino	80	PKG 30%; COM 25%; CAT 20%; DM 10%; SPEC 10%	DCS; OFS; OFD	Prv	1
252	263	Covenant Graphics , Jefferson City, MO	\$17.63	\$15.94	+10	J. Moore, D. Moore, D. Porter, G. Meeker	124	PUB 50%; COM 30%; DM 10%; CAT 5%; DIR 5%	DCS; OFS	Prv	2
253	247	Garlich Printing , St. Louis	\$17.60	\$16.50	+6	Brad Garlich, Greg Garlich, Don Hockenbury	90	COM 40%; SPEC 40%; DM 20%	DCS; LTR; OFS; OFD	Prv	1
253	291	Best Press , Addison, TX	\$17.60	\$13.80	+27	Wendy Kalisher	100	COM 65%; SPEC 15%; DM 15%; PKG 5%	DCS; DWF; LTR; OFS; OFD	Prv	1
253	250	IndeXX Inc. , Greenville, SC	\$17.60	\$16.40	+7	Jordan Finn	84	DM 25%; PUB 15%; COM 15%; CAT 15%	DCS; OFS	Prv	2
256	228	Cockrell Enovation , Ft. Worth, TX	\$17.50	\$19.00	-7	John K. Cockrell	73	COM 65%; DM 20%; SPEC 15% (Digital)	DCS; DWF; OFS	Prv	1
256	246	KM Media Group , Clifton, NJ	\$17.50	\$16.70	+4	Richard Kirschenbaum	72	COM 80%; BF 10%; INS 5%; SPEC 5%	DCS; DWF; LTR; OFS; OFW	Prv	1
256	266	Tailored Label Products , Menomonee Falls, WI	\$17.50	\$15.50	+12	Michael Erwin	91	SPEC 100% (Labels, diecut adhesives, tags)	DWF; FLX	Prv	2
259	242	Amidon Graphics , St. Paul, MN	\$17.36	\$17.08	+1	Karen J. Amidon	90	DM 80%; SPEC 20%	N/A	Prv	1
260	251	Toof-American Digital Printing , Memphis, TN Div., McFadden Communications, Memphis, TN	\$17.10	\$16.30	+4	Stillman McFadden, Kim Webb	102	COM 60%; DM 20%; CAT 15%; BKS 5%	DCS; LTR; OFS; OFW; OFD	Prv	2
261	243	California Offset Printers , Glendale, CA	\$17.00	\$17.00	-	William R. Rittwage	65	PUB 54%; COM 15%; CAT 15%; DM 7%; PREP 5%	N/A	Prv	1
262	264	Bay State Envelope , Mansfield, MA	\$16.70	\$15.85	+5	David Luongo	35	PKG 90%; DM 10%	DCS; OFS	Prv	1
263	258	A&M Label , Wixom, MI	\$16.50	\$16.00	+3	Jim Listerman	85	PKG 88%; SPEC 10%; PREP 2%	DCW; FLX	Prv	2
264	279	Omaha Print , Omaha, NE	\$16.30	\$14.69	+10	Steven D. Hayes	80	DM 70%; COM 20%; SPEC 10%	DCS; OFS; OFW; OFD	Prv	1
265	305	Professional Printers , W. Columbia, SC	\$16.24	\$12.75	+27	Jimmy Kohn, Jess MacCallum, Thomas Conley	85	COM 55%; CAT 20%; DM 15%; SPEC 10%	N/A	Prv	2

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

Ranking '13	'12 Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
266	271 EP Graphics, Berne, IN Div., Dynamic Resource Group, Berne, IN	\$16.20	\$15.30	+5	Tyler N. Kitt	80	CAT 50%; PUB 41%; SPEC 6% (Fulfillment); BKS 3%	DCW; OFW	Prv	1
267	296 METZGERS, Toledo, OH	\$16.00	\$13.58	+17	Joe Metzger, Tom Metzger	105	COM 45%; SPEC 25% (Fulfillment, wide-format, eServices); DM 20%; CAT 5%	DCS; DWF; OFS	Prv	1
268	270 Allied Printing, Ferndale, MI	\$15.99	\$15.32	+4	Tony Pelc, Margaret Fitzgerald, Ely Chichester	90	N/A	DCS; OFS	Prv	2
269	251 TobeDirect Inc., Bolingbrook, IL	\$15.80	\$16.30	-3	John Tobe	45	DM 98%; COM 2%	DCW; DCS; DWF	Prv	1
270	309 Meridian Graphics, Tustin, CA	\$15.75	\$12.55	+25	David Melin	85	COM 70%; CAT 10%; DM 10%; PUB 5%; PKG 5%	DCS; DWF; OFS	Prv	1
271	274 Rider Dickerson, Bellwood, IL	\$15.50	\$15.10	+2	William Barta	65	COM 45%; PKG 25%; SPEC 10%; PREP 10%	DCS; OFS; OFW	Prv	1
272	285 Tapecon Inc., Buffalo, NY	\$15.48	\$14.36	+8	Alan K. Davis	105	SPEC 95% (Medical devices, printed electronics, custom converting and fabrications); PKG 5%	DCW; DCS; DWF; FLX; LTR; SCR	Prv	1
273	265 Neyenesch Printers, San Diego	\$15.39	\$15.54	-	Cliff Neyenesch, Carol A. Bentley	67	COM 100%	DCS; LTR; OFS	Prv	1
274	295 California Lithographers, Concord, CA	\$15.30	\$13.64	+12	Mardjan Taheri	91	COM 43%; SPEC 20% (Wide-format displays); PKG 18%	DCS; DWF; LTR; OFS; OFD	Prv	1
275	287 Litho Press, Indianapolis	\$15.26	\$14.26	+7	Bernie Lacy	40	PKG 70%; SPEC 30%	DWF; OFS	Prv	1
276	269 Dual Graphics, Brea, CA	\$15.20	\$15.40	-1	James Joyce	83	COM 20%; CAT 20%; DM 20%; SPEC 20%; BKS 5%	DCS; OFS	Prv	2
277	271 Rhino Print Solutions, Richmond, British Columbia	\$15.10	\$15.30	-1	David Allan	85	COM 40%; INS 20%; CAT 20%; PUB 10%; BKS 5%	DCS; DWF; OFS	Prv	2
277	275 Envision3, Bloomingdale, IL	\$15.10	\$15.00	-	Kevin Franz	80	COM 35%; DM 33%; PUB 10%; CAT 10%; PKG 10%	DCS; OFS	Prv	1
279	249 Data Papers, Muncy, PA	\$15.05	\$16.48	-8	Jerry Wertz	64	BF 40%; FIN 20%; DM 15%; COM 10%; PKG 10%	DCW; DCS; OFW	Prv	1
280	300 Screenprint/Dow, Wilmington, MA	\$15.00	\$13.00	+15	Walter T. Dow	75	SPEC 100% (Membrane switches, overlays, labels)	DCS; DWF; OFS; SCR	Prv	1
280	258 FLM Graphics, Fairfield, NJ	\$15.00	\$16.00	-6	Frank L. Misischia	70	COM 70%; SPEC 15% (Retail/promotion); CAT 10%	DCS; DWF; OFS; OFD	Prv	2
280	266 Tucker Castleberry, Atlanta	\$15.00	\$15.50	-3	Tuck Tucker	85	COM 50%; DM 40%; PUB 10%	DCS; OFS	Prv	1
280	275 Metropolitan Fine Printers, Vancouver, British Columbia Div., Kallas Holding, Vancouver, Canada	\$15.00	\$15.00	-	Nikos Kallas	55	DM 20%; CAT 20%; BKS 20%; COM 15%; INS 10%	OFS; OFD	Prv	1
280	273 John S. Swift Co., Buffalo Grove, IL	\$15.00	\$15.25	-1	John S. Swift	80	COM 35%; DIR 25%; NEWS 20%; BKS 10%; CAT 10%	DCS; OFS; OFW	Prv	3
280	275 Franklin Press, Baton Rouge, LA	\$15.00	\$15.00	-	Ernest C. Seals	100	DM 90%; SPEC 5%; COM 5%	DCW; DCS; OFS; OFW; OFD	Prv	1
286	280 Kelmscott Communications, Aurora, IL	\$14.86	\$14.57	+1	Scott Voris	79	COM 40%; SPEC 40%; DM 20%	DCS; DWF; OFS	Prv	3
287	257 Bayard Printing Group, Williamsport, PA	\$14.84	\$16.04	-7	Mark P. Lundberg	114	COM 31%; PUB 23%; NEWS 17%; DM 12%; CAT 5%	DCS; DWF; LTR; OFS; OFW; SCR	Prv	3
288	251 J&A Printing, Hiawatha, IA	\$14.80	\$16.30	-9	Scott Cadwallader	100	COM 55%; DM 40%; SPEC 5%	DCS; DWF; OFS	Prv	1
289	268 Action Printing, Fond du Lac, WI Div., Gannett Co., McLean, VA	\$14.68	\$15.47	-5	Gregg Davies	72	CAT 33%; SPEC 16% (Workbooks, manuals); PUB 13%	DCS; OFS	Pub	1
290	282 Cardinal Color Group, Itasca, IL	\$14.52	\$14.50	-	Patrick LeBeau	49	DM 50%; FIN 30%; SPEC 10%; COM 10%	DCW; DCS; OFS; OFW; OFD	Prv	1
291	297 Burton & Mayer, Menomonee Falls, WI	\$14.50	\$13.20	+9	Tim Burton	77	COM 50%; SPEC 20% (Digital); DM 10%; CAT 5%	DCS; DWF; LTR; OFS	Prv	1
291	318 Lithocraft Co., Anaheim, CA	\$14.50	\$12.11	+19	Bradley Thurman	65	COM 60%; CAT 15%; DM 13%; PKG 12%	DCS; OFS	Prv	1
293	255 Cedar Graphics, Hiawatha, IA	\$14.40	\$16.10	-10	Hassan Igram, Salma Igram, Humza Igram	85	COM 35%; DM 20%; SPEC 15%; CAT 10%; PKG 10%	DCS; DWF; OFS; OFD	Prv	1
294	323 Gator Communications Group, Fairfield, NJ	\$14.32	\$11.95	+19	Richard Bitetti	57	DM 35%; BKS 20%; PKG 15%; COM 15%; CAT 5%	DCS; DWF; OFS; OFD	Prv	2
295	291 Techprint Inc., Lawrence, MA	\$14.30	\$13.80	+3	Paul J. Durant	100	PKG 80%; SPEC 10%; COM 10%	DCW; DCS; DWF; FLX; SCR	Prv	1
296	286 Consolidated Press, Seattle, Sub., Washington Web, Seattle	\$14.18	\$14.28	-	Gary R. Stone	65	PUB 40%; COM 15%; BKS 15%; DIR 10%; CAT 10%	DCS; OFS; OFW; OFD	Prv	2
297	299 Marina Graphic Center, Hawthorne, CA	\$14.09	\$13.11	+7	Peggy Chernoff, Edward Chernoff	95	COM 55%; DM 45%	N/A	Prv	1
298	312 The Old Trail Printing Co., Columbus, OH	\$14.00	\$12.50	+12	Mary Held, Mike Held Susan Hern, Dave Held	75	COM 66%; DM 20%; INS 10%; PKG 3%; CAT 1%	DCS; LTR; OFS	Prv	1
298	288 Boyd Brothers, Panama City, FL	\$14.00	\$14.15	-1	James A. Boyd Jr.	95	PUB 85%; COM 15%	OFS; OFW; SCR	Prv	1
298	282 ProGraphics Communications, Atlanta	\$14.00	\$14.50	-3	John R. Pope	85	COM 45%; DM 19%; SPEC 13%; PUB 10%; FIN 7%	DCS; OFS	Prv	1
298	289 Riegel Printing, Ewing, NJ	\$14.00	\$14.00	-	Kathleen Atkins	65	COM 35%; FIN 15%; DM 10%; PUB 10%; PKG 10%	DCS; OFS	Prv	2
298	300 The Offset House, Essex, VT	\$14.00	\$13.00	+7	John McGrath	86	DM 50%; COM 27%; CAT 15%; SPEC 8% (Digital)	DCS; DWF; OFS; OFW	Prv	1
303	282 Velocity Print Solutions, Middlebury, CT	\$13.82	\$14.50	-4	James M. Stiles	91	SPEC 35%; COM 22%; CAT 20%; INS 10%; DM 5%	DCS; OFS; OFD	Prv	2
304	335 Crossmark Graphics, New Berlin, WI	\$13.72	\$10.86	+26	Tammy Rechner	50	COM 100%	DCS; OFS	Prv	1

Ranking '13	'12 Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
305	236 Cohber Press , Rochester, NY	\$13.70	\$17.50	-21	Eric C. Webber	89	SPEC 38% (Photo books); COM 36%; DM 12%; PKG 4%	DCS; OFS	Prv	1
306	308 Print NW , Tacoma, WA	\$13.60	\$12.65	+7	Jeffery Beardemphl	98	COM 51%; SPEC 33%; PKG 11%; DM 5%	DCS; DWF; OFS; OFD	Prv	1
307	290 Datatel Resources , Monaca, PA	\$13.50	\$13.90	-2	Allen J. Simon	48	SPEC 50%; BF 50%	OFW	Prv	1
307	291 Captiva Group , Albuquerque, NM	\$13.50	\$13.80	-2	Tony Fernandez	90	SPEC 35% (P-O-S); PKG 35%; COM 30%	OFS; OFW	Prv	2
309	304 Grand Rapids Label , Grand Rapids, MI	\$13.40	\$12.80	+5	William M. Muir, John Crosby, Steve Allen	66	SPEC 50%; PKG 50%	DCW; FLX; SCR	Prv	1
310	298 The Printing Source , St. Louis	\$13.33	\$13.19	+1	Don Kohm	39	COM 30%; PKG 15%; DM 10%; PUB 10%; CAT 10%	OFS; OFD	Prv	1
311	315 The Whitley Group , Austin, TX	\$13.30	\$12.30	+8	Kevin Cassis	87	COM 45%; DM 35%; PUB 10%; CAT 5%; BKS 4%	DCS; OFS; OFD	Prv	1
312	311 Vox Printing , Oklahoma City	\$13.24	\$12.51	+5	LaVerna Reid	56	COM 94%; PREP 4%; INS 1%; DM 1%	DCS; OFW	Prv	1
313	327 Shweiki Media Printing , San Antonio	\$13.10	\$11.40	+15	Gal Shweiki	51	PUB 70%; CAT 11%; INS 10%; DIR 5%; DM 3%	DCS; OFW	Prv	1
314	312 Trumbull Printing , Trumbull, CT Sub., Hersam Acorn Newspapers, Ridgefield, CT	\$13.00	\$12.50	+4	Gustave C. Semon	100	NEWS 50%; PUB 20%; DIR 10%; COM 10%; CAT 5%	OFW	Prv	1
314	300 Pazzaz , Montreal	\$13.00	\$13.00	-	Warren Werbit	100	COM 60%; SPEC 20% (Flexo); PKG 15%; DM 5%	DCS; DWF; FLX; LTR; OFS; OFD	Prv	1
316	316 Worldwide Ticketcraft , Boynton Beach, FL	\$12.86	\$12.22	+5	Erik Covitz	90	SPEC 100%	N/A	Prv	2
317	307 Westamerica Graphics , Foothill Ranch, CA	\$12.80	\$12.70	-	Doug Grant	54	COM 60%; DM 30%; CAT 10%	DCS; LTR; OFS	Prv	1
318	324 McCormick-Armstrong Co. , Wichita, KS	\$12.78	\$11.74	+8	Jacob W. Shaffer	75	COM 63%; CAT 10%; INS 8%; DM 7%; BKS 5%	N/A	Prv	2
319	303 Nowata Printing , Springfield, MO Div., Community Publishers, Bentonville, AR	\$12.70	\$12.90	-1	David E. Guay	75	INS 50%; NEWS 25%; COM 10%; CAT 10%; PUB 5%	OFW	Prv	2
320	317 BR Printers , San Jose, CA	\$12.60	\$12.20	+3	Rich Brown, Adam DeMaestri	130	BKS 65%; COM 35%	DCW; DCS	Prv	3
321	320 CPC Solutions , Grand Junction, CO	\$12.52	\$12.06	+3	Michael Antonucci	87	CAT 35%; DM 30%; COM 20%; SPEC 10%; PKG 5%	DCS; OFS; OFD	Prv	1
322	312 Daily Printing , Plymouth, MN	\$12.50	\$12.50	-	R. Peter Jacobson	75	COM 50%; DM 30%; SPEC 20% (Digital)	DCS; OFS; OFD	Emp	1
322	321 O'Neil Printing , Phoenix	\$12.50	\$12.00	+4	Anthony Narducci, Dean Toth	76	COM 25%; PUB 20%; BKS 20%; SPEC 13%; INS 11%	DCS; DWF; OFS; OFD	Emp	1
322	328 Aspen Press , Sandy, UT	\$12.50	\$11.30	+11	Scott Robbins, Mark Mandel, Steve Evans, Mike Riddle	60	COM 35%; PKG 30%; DM 20%; CAT 10%; BKS 5%	DCS; OFS	Prv	1
325	310 Haapanen Brothers , Gurnee, IL	\$12.30	\$12.52	-1	Jerry Haapanen	65	INS 52%; COM 40%; PKG 8%	DCS; OFS; OFW	Prv	1
326	319 Interprint Web Printing , Clearwater, FL Sub., Morten Enterprises, Clearwater, FL	\$12.27	\$12.10	+1	James E. Morten	101	PUB 50%; DM 25%; CAT 20%; INS 5%	OFS; OFW	Prv	3
327	306 5 Day Business Forms Mfg. , Anaheim, CA	\$12.15	\$12.71	-4	Leslie Messick	59	BF 100%	OFW	Prv	2
328	334 Watkins Lithographic , North Kansas City, MO	\$12.10	\$10.90	+11	Eddy Watkins, Jason Watkins	60	COM 70%; SPEC 10%; DM 10%; CAT 10%	DCS; DWF; LTR; OFS; OFW	Prv	1
329	351 Fineline Printing Group , Indianapolis	\$12.00	\$9.40	+27	Richard Miller	60	COM 50%; SPEC 30% (Digital, cross-media); DM 15%	DCS; DWF; OFS; OFD	Prv	1
329	321 Mele Printing , Covington, LA	\$12.00	\$12.00	-	Mallery Mele	60	DM 50%; COM 20%; INS 10%; BF 10%; CAT 10%	DCS; DWF; OFS	Prv	1
331	342 Brilliant Graphics , Exton, PA	\$11.75	\$10.50	+11	Bob Tursack, Harold Hepler	48	COM 40%; BKS 25%; CAT 20%; DM 15%	DCS; DWF; OFS; OFD	Prv	1
332	330 Puritan Press , Hollis, NH	\$11.68	\$11.27	+4	Kurt Peterson	80	COM 45%; DM 10%; PUB 10%; CAT 10%; BKS 10%	DCS; OFS	Prv	2
333	333 Dolce Brothers Printing , Maywood, NJ	\$11.60	\$11.00	+5	Glenn Dolce	32	COM 40%; FIN 35%; DM 25%	DCS; OFS	Prv	1
334	340 Graphic Dimensions , Austell, GA	\$11.59	\$10.79	+7	Jay Scammell	105	FIN 55%; BF 30%; COM 10%; DM 5%	DCW; DCS; FLX; OFS; OFW	Prv	3
335	328 HighRoad Press , Moonachie, NJ	\$11.30	\$11.30	-	Hallie Satz	48	COM 40%; DM 20%; PUB 10%; CAT 10%; INS 10%	OFS; OFD	Prv	1
336	342 Precision Color Graphics , Franklin, WI	\$11.20	\$10.50	+7	John Goeden	36	PKG 60%; PREP 20%; COM 20%	DCS; FLX; OFS	Prv	1
337	324 The Harty Press , New Haven, CT	\$11.18	\$11.74	-4	George R. Platt	60	DM 40%; COM 30%; SPEC 25%; PREP 5%	DCS; DWF; OFS; OFD	Prv	1
338	326 La Crosse Graphics , La Crosse, WI	\$11.06	\$11.67	-5	Tim Morgan	75	COM 40%; PUB 20%; CAT 20%; DM 10%; PKG 5%	DCS; DWF; OFS; OFW; OFD	Prv	2
339	338 Rose Printing , Tallahassee, FL	\$11.00	\$10.80	+2	Charles Rosenberg	64	BKS 70%; PUB 30%	N/A	Prv	1
339	357 Benson Integrated Marketing Solutions , Alpharetta, GA	\$11.00	\$9.00	+22	Brian Benson	95	SPEC 100% (Marketing/branding materials)	DCS; DWF; OFS	Prv	1

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

Ranking '13	'12 Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
341	332 Econoprint , Verona, WI	\$10.85	\$11.10	-2	David Roloff	62	COM 39%; SPEC 29% (Web development, design and signage); DM 15%; FIN 5%	DCS; DWF; OFS	Prv	1
342	337 Diversified Printers , La Mirada, CA	\$10.51	\$10.85	-3	Kenneth Bittner, Gerald Tominaga	48	COM 35%; BKS 20%; CAT 15%; INS 10%; DM 10%	OFS; OFW	Prv	1
343	331 Fine Line Graphics , Columbus, OH	\$10.50	\$11.20	-6	James M. Basch	52	COM 50%; DM 20%; CAT 15%; PUB 10%	DCS; LTR; OFS	Prv	1
343	381 Raintree Graphics , Jacksonville, FL	\$10.50	\$6.50	+62	Mike Seethaler	60	COM 100%	DCW; DCS; LTR; OFS	Prv	1
345	350 Valley Label , Neenah, WI	\$10.40	\$9.50	+9	Jeff Smith	35	PKG 60%; SPEC 40% (Labels)	FLX	Prv	1
346	344 Shawmut Printing , Danvers, MA	\$10.34	\$10.00	+3	Dominick Peluso, Michael Peluso, Stacy Peluso-Slaney, Daniel Peluso	50	COM 48%; DM 40%; SPEC 10%; PUB 2%	DCS; OFS	Prv	1
347	335 Team Concept Printing & Thermography , Carol Stream, IL	\$10.25	\$10.86	-5	Anthony Rouse	56	COM 64%; BKS 11%; DM 10%; SPEC 9%	DCW; DCS; DWF; LTR; OFS; OFD	Prv	1
348	362 PrimeNet Direct Marketing Solutions , Largo, FL	\$10.24	\$8.36	+22	Mark Keefe	100	DM 100%	DCW; DCS; OFS	Prv	1
349	354 Designers' Press , Orlando, FL	\$10.15	\$9.21	+10	David R. Simons, Dave Simons	55	COM 70%; DM 20%; CAT 5%; PKG 5%	DCS; OFS	Prv	1
350	344 ATL , Menomonee Falls, WI	\$10.00	\$10.00	-	Donald Dobert	48	SPEC 60%; DM 25%; PKG 15%	FLX	Prv	1
350	341 Edwards , Des Moines, IA	\$10.00	\$10.60	-5	James Edwards III	78	COM 70%; DM 20%; PKG 5%; FIN 5%	N/A	Prv	2
352	370 Marange Printing , Belleville, NJ	\$9.95	\$7.85	+26	Mario Autiero, Angelo Autiero	48	COM 35%; INS 20%; CAT 20%; BKS 15%; BF 5%	DCS; LTR; OFS	Prv	1
353	363 Merlin Printing , Amityville, NY	\$9.90	\$8.30	+19	Steven Vid	39	INS 86%; DM 8%; SPEC 6%	DCS; DWF; OFW	Prv	1
353	346 Barton & Cooney , Burlington, NJ	\$9.90	\$9.80	+1	Patrick M. Doyle	52	SPEC 40%; DM 40%; INS 10%; FIN 5%; BF 5%	DCW; DCS; OFS	Prv	1
355	347 Delzer Lithograph , Waukesha, WI	\$9.80	\$9.70	+1	Mike Delzer	71	SPEC 50%; COM 50%	DCS; DWF; OFS; OFW	Prv	1
355	355 Magna IV Communications , Little Rock, AR	\$9.80	\$9.20	+6	Patricia Middleton	67	COM 90%; PUB 5%; CAT 3%; DM 2%	DCS; DWF; OFS	Prv	1
357	359 Liberty Creative Solutions , Tinley Park, IL	\$9.79	\$8.73	+12	Angela Hipelius	52	DM 60%; COM 40%	DCS; DWF; OFS	Prv	1
358	372 Multi-Craft , Newport, KY	\$9.50	\$7.70	+23	Doborah Simpson, Tom Gibbs	49	COM 60%; DM 30%; SPEC 10%	DCS; DWF; OFS	Prv	1
359	352 ArborOakland Group , Royal Oak, MI	\$9.40	\$9.30	+1	Don Kirkland, Harry Brookes, Paul Cartwright, Ken Dause	57	DM 30%; SPEC 30%; BF 10%; PUB 10%; COM 10%	DCS; DWF; OFS; OFW; OFD	Prv	1
360	361 Acculink , Greenville, NC	\$9.38	\$8.40	+11	Tom O'Brien, Lindsay Gray	51	SPEC 40%; BKS 30%; COM 15%; S/T 5%; DM 5%	DCS; OFS; OFD	Prv	1
361	338 K&D Graphics, Printing and Packaging , Orange, CA	\$9.31	\$10.80	-13	Don Chew	45	PKG 70%; COM 17%; CAT 4%; DM 4%; INS 2%	OFW	Prv	1
362	349 The Merrick Printing Co. , Louisville, KY Div., Merrick Industries, Louisville, KY	\$9.20	\$9.60	-4	M. David Merrick	64	COM 60%; CAT 20%; INS 10%; PUB 10%	DCS; DWF; OFS; OFW; OFD	Prv	1
363	375 Fort Orange Press , Albany, NY	\$9.10	\$7.00	+30	Robert F. Witko	45	COM 100%	DCS; OFS; OFD	Prv	1
364	357 Premier Printing and Mailing , Stratford, CT	\$9.00	\$9.00	-	Tim Cicchese, Cesar Garcia	50	COM 30%; DM 20%; SPEC 20%; CAT 15%; FIN 5%	DCS; DWF; FLX; LTR; OFS	Prv	1
365	373 Texoma Print Services , Durant, OK Sub., Choctaw Nation of Oklahoma, Durant, OK	\$8.93	\$7.64	+17	Russell Marcum	15	DM 50%; SPEC 30% (Promotional products, apparel); BF 5%; CAT 5%	DCS; LTR; OFS; OFD	Prv	1
366	356 Alexander Clark Printing , Boise, ID	\$8.90	\$9.15	-2	Michael Ayers	54	COM 60%; BF 40%	DCS; LTR; OFS; OFW	Emp	1
367	367 J-C Press , Owatonna, MN	\$8.80	\$7.90	+11	Sabra Otteson	47	COM 55%; DM 35%; CAT 10%	DCS; DWF	Prv	1
368	366 Abbott Communications Group , Maitland, FL	\$8.70	\$8.07	+7	David Abbott	47	COM 100%	DCS; OFS; OFD	Prv	1
369	352 Ambrose Printing , Nashville, TN	\$8.67	\$9.30	-6	John L. Ambrose III	58	COM 30%; DIR 20%; CAT 10%; PUB 10%; BKS 10%	OFS; OFW	Prv	1
370	364 Elk Grove Graphics , Elk Grove Village, IL	\$8.60	\$8.20	+4	Michael Stanley	45	COM 40%; SPEC 20% (Variable data); DM 20%; CAT 20%	DCS; OFS	Prv	1
370	347 Todd Allan Printing , Beltsville, MD	\$8.60	\$9.70	-11	Allan Kullen	46	COM 86%; SPEC 14% (Digital)	DCS; OFS	Prv	1
372	360 Hagg Press , Elgin, IL	\$8.15	\$8.42	-3	Kern Hagg Jr., Jordan Hagg, Taylor Hagg	60	BKS 38%; COM 25%; PUB 10%; DM 5%; CAT 5%	DCS; DWF; OFS; OFW	Prv	1
373	374 Thompson Print & Mailing Solutions , San Antonio	\$8.10	\$7.10	+14	David Thompson	56	BF 30%; COM 30%; DIR 10%; DM 10%; INS 6%	DCW; DCS; DWF; OFS; OFD; SCR	Prv	2
374	367 Haig Graphic Communications , Hauppauge, NY	\$7.80	\$7.90	-1	James Kalousdian	45	COM 100%	OFS; OFW	Prv	1
375	365 Cavanaugh Press , Baltimore	\$7.70	\$8.10	-4	Robert C. Atwell	46	COM 40%; DM 30%; BKS 10%; INS 10%; PUB 10%	DCS; OFS; OFD	Prv	2

Ranking '13	'12	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
376	371	DUKE, Eastlake, OH	\$7.23	\$7.81	-7	Blake A. Leduc	52	COM 50%; DM 25%; CAT 25%	DCS; DWF; OFS	Prv	2
377	390	Allen Printing, Nashville, TN	\$7.20	\$5.70	+26	Shannon Heffington	80	COM 100%	DCS; LTR; OFS	Prv	1
378	367	Dupli-Systems Inc., Strongsville, OH	\$7.10	\$7.90	-10	Bud Eldridge	60	N/A	DCS; DWF; OFS	Prv	1
379	387	Roberts Printing, Clearwater, FL	\$7.00	\$6.00	+16	Wayne Nightingale	35	COM 35%; CAT 25%; PREP 15%; BKS 10%; DM 5%	DCW; DCS; DWF; LTR; OFS	Prv	1
379	376	Bramkamp Printing, Cincinnati	\$7.00	\$6.90	+1	Larry Kuhlman	30	COM 65%; DM 35%	DCS; OFS	Prv	1
379	376	Custom Printing, Oxnard, CA	\$7.00	\$6.90	+1	Charles Utts	44	DM 35%; COM 20%; CAT 20%; PUB 10%; PKG 8%	DCW; DCS; DWF; LTR; OFS	Prv	2
379	-	Bollin Label Systems, Toledo, OH	\$7.00	-	-	Mark Bollin	40	SPEC 100% (Labels)	FLX	Prv	1
383	376	M13 Graphics, Schaumburg, IL	\$6.96	\$6.90	-	Dan Banakis	44	COM 100%	DCS; DWF; OFS	Prv	1
384	386	Total Printing Systems, Newton, IL	\$6.87	\$6.03	+14	Richard M. Lindemann	44	BKS 95%; CAT 2%; DM 2%; PUB 1%	DCW; DCS; LTR; OFS; OFW	Prv	2
385	384	FolgerGraphics Inc., Hayward, CA	\$6.84	\$6.45	+6	Dick Folger	45	NEWS 30%; DM 30%; PUB 30%; COM 6%; BKS 2%	DCS; OFS; OFW	Prv	1
386	387	Chromatic Lithographers, Glendale, CA	\$6.82	\$6.00	+13	Mike Sevigny, Keith Sevigny	50	COM 50%; BKS 20%; PKG 10%; SPEC 10%; CAT 5%	DCS; OFS	Prv	2
387	381	Garrison Printing, Pennsauken, NJ	\$6.75	\$6.50	+4	Dan Garrison, Jake Garrison	40	COM 100%	N/A	Prv	1
388	400	Next Day Four Color, Houston	\$6.64	\$4.85	+37	Todd Frost	46	SPEC 55%; COM 30%; CAT 15%	LTR; OFS	Prv	2
389	389	3A Press, Lajas, PR	\$6.61	\$5.82	+14	Marie A. Rosado, Angel A. Rosado	67	SPEC 70% (Healthcare printing); PKG 30%	DCS; OFS; OFW	Prv	1
390	379	B&W Press, Georgetown, MA	\$6.60	\$6.79	-2	Paul J. Beegan	43	CAT 50%; DM 40%; INS 8%; NEWS 2%	OFW	Prv	1
391	390	McClung Cos., Waynesboro, VA	\$6.20	\$5.70	+8	Larry Miles	54	COM 60%; CAT 25%; DM 15%	DCS; OFS	Emp	1
392	393	A&B Printing and Mailing, Las Vegas	\$6.18	\$5.50	+12	Kathy Gillespie	45	COM 53%; DM 20%; SPEC 15%; PKG 10%	N/A	Prv	1
393	380	PrintManagement LLC, Cincinnati	\$5.95	\$6.67	-10	Joe Desch, Brian Frank	35	SPEC 35% (Web-to-print, design, business cards, envelopes); DM 21%; BKS 21%	DCS; OFS	Prv	1
394	390	Brodnax Printing, Dallas	\$5.90	\$5.70	+3	Michael Campbell	40	COM 80%; CAT 10%; DM 10%	OFS	Prv	1
395	-	Bayside Printing, Houston	\$5.70	\$4.40	+29	Rose Mary Bundscho	32	DM 70%; BKS 10%; CAT 10%; PUB 10%	DCS; DWF; LTR; OFS	Prv	1
396	397	H.O.T. Printing & Graphics, Northwood, OH	\$5.63	\$5.11	+10	Greg Shapiro	40	COM 50%; DM 20%; SPEC 10% (wide-format); PUB 10%	DCS; DWF; OFS	Prv	2
397	398	Northern Ohio Printing, Cleveland	\$5.50	\$5.00	+10	Gary Chmielewski	32	SPEC 45% (Digital); DM 25%; CAT 20%; INS 5%	DCS; DWF; OFS; OFD	Prv	1
397	381	Supreme Graphics, Arcadia, WI Div., Blaschko Enterprises, Arcadia, WI	\$5.50	\$6.50	-15	Charles Blaschko	50	COM 80%; BKS 15%; PKG 5%	DCS; DWF; LTR; OFS	Prv	1
399	394	Werner Printing and Engraving, Chicago	\$5.33	\$5.20	+2	Robert Werner	165	SPEC 100% (Specialty printing, engraving)	DCW; DCS; LTR; OFS	Prv	1
400	-	Pro Print, Duluth, MN	\$5.24	\$4.71	+11	Creston Dorothy, Scott Cooke	36	COM 70%; DM 15%; PUB 15%	DCS; DWF; OFS	Prv	1
400	384	K-B Offset Printing, State College, PA	\$5.24	\$6.45	-19	R.J. Caravan	51	COM 46%; DM 19%; PUB 18%; BF 5%; BKS 4%	DCS; DWF; LTR; OFS; OFD	Prv	1

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



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.