

Printing Impressions

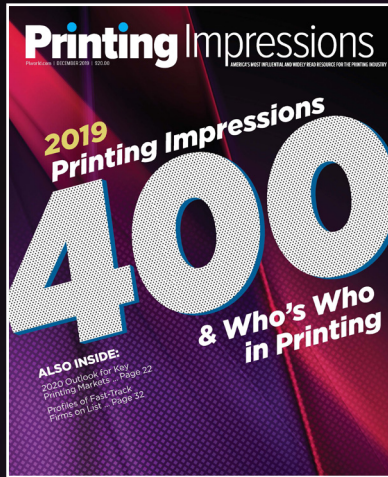
AMERICA'S MOST INFLUENTIAL AND WIDELY READ RESOURCE FOR THE PRINTING INDUSTRY

2019

Printing Impressions

40

**& Who's Who
in Printing**



The 2019 PRINTING IMPRESSIONS 400 Rankings

Celebrating its 36th consecutive year of being published, the PRINTING IMPRESSIONS 400 provides the graphic arts industry's most comprehensive list of the leading printing companies in the United States and Canada, as ranked by annual sales volume.

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

The financial information shown for the PRINTING IMPRESSIONS 400 rankings was provided voluntarily by privately-held and employee-owned firms, and we instructed companies to not provide projected/estimated sales figures if their fiscal year was still in progress. As a result, printers shown on this list were most often reporting 2018 calendar year revenues as their most recent annual sales figures.

Despite our repeated attempts, various privately-held companies won't divulge their annual revenue figures, so they are not on our list. Based on *Forbes'* ranking of the largest privately-held companies, however, we did include Taylor Corp. and used *Forbes'* estimated sales calculation.

In addition, a few other very large firms that are ranked would not, or could not, break down their annual sales by the various print market specialties that we track (so, they may not appear on some of our Top 5 market segment leaders charts that appear on page 60).

Individual printing companies that are part of larger graphic arts networks are not listed separately. In essence, to do so would be to show sales figures twice. Instead, only the sales of the entire umbrella corporation are included.

Not Listed in Our 2019 Rankings?

If your company should have appeared on the 2019 PRINTING IMPRESSIONS 400 but did not, let us know for next year's list. Write to: PRINTING IMPRESSIONS, Attn: Editor-in-Chief, 1500 Spring Garden St., Suite 1200, Philadelphia, PA 19130 or email pi400@napco.com, and we'll add your firm to our database to be contacted for inclusion in next year's ranking.

— THE EDITORS

400						Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
'19	'18	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)						
1	1	RR Donnelley, Chicago, IL	\$6,800.00	\$6,940.00	-2	Dan Knotts	39,500	SPEC 44% (Logistics, digital print and creative services, labels, supply chain management, forms, BPO); COM 28%; PKG 9%; DM 8%; S/T 8%	DCW; DCS; DWF; FLX; LTR; OFS; OFD; SCR	Pub	302
2	—	Graphic Packaging International, Atlanta, GA	\$6,000.00	\$4,500.00	+33	Michael P. Doss	18,000	PKG 100%	FLX; GRV; OFS; OFW	Pub	70
3	2	Quad, Sussex, WI	\$4,194.00	\$4,131.00	+1	Joel Quadracci	20,600	SPEC 31%; INS 19%; CAT 15%; PUB 14%; DM 10%; BKS 6%; PKG 5%	DCW; DWF; GRV; OFS; OFW	Pub	57
4	3	LSC Communications, Chicago, IL	\$3,826.00	\$3,603.00	+6	Thomas J. Quinlan III	22,000	SPEC 41% (Magazines, catalogs, retail inserts); BKS 27%	DCW; DCS; DWF; FLX; GRV; LTR; OFS; OFW; OFD; SCR	Pub	47
5	4	Cimpress, Waltham, MA	\$2,592.00	\$2,135.00	+21	Robert Keane	13,000	SPEC 100% (Mass-customization products)	DCS; DWF; OFS; OFD	Pub	14
6	—	Taylor Corp., N. Mankato, MN	\$2,200.00	—	—	Glen Taylor	12,000	N/A	N/A	Prv	N/A
7	7	Transcontinental Inc., Montreal, QC	\$2,040.52	\$1,527.32	+33	Francois Olivier	9,000	INS 44%; NEWS 13%; SPEC 13% (Premedia and distribution); PUB 10%; COM 10%; BKS 6%; DWF 4%	DCW; DCS; DWF; FLX; OFS; OFW	Pub	44
8	6	Deluxe Corp., Shoreview, MN	\$1,998.03	\$1,965.56	+1	Barry McCarthy	6,701	SPEC 100% (Checks, printed forms)	N/A	Pub	11
9	8	Cenveo Enterprises, Stamford, CT	\$1,200.00	\$1,300.00	-7	Robert G. Burton Jr.	6,000	SPEC 72% (Labels, envelopes); COM 28%	DCW; DCS; DWF; FLX; OFS; OFW	Prv	30
10	9	Donnelley Financial Solutions, Chicago, IL	\$963.00	\$1,004.90	-4	Daniel Lieb	3,100	FIN 100%	N/A	Pub	N/A
11	—	FASTSIGNS International, Carrollton, TX	\$502.73	\$476.23	+5	Catherine Monson	N/A	DWF 95%; SPEC 5%	DCW; DCS; DWF; FLX; GRV; LTR; OFS; OFW; OFD; SCR	Prv	714
12	12	IMAGINE, Minneapolis, MN	\$471.00	\$460.00	+2	Peter Hayes	1,800	SPEC 70% (Large-format/POP); FIN 10%; COM 10%; DM 5%; PKG 5%	DCW; DCS; DWF; FLX; LTR; OFS; OFD; SCR	Prv	5
13	11	IWCO Direct, Chanhassen, MN	\$465.00	\$470.60	-1	Jim Andersen	2,450	DM 100%	DCW; DCS; FLX; OFS; OFW	Pub	7
14	15	Alliance Franchise Brands, Plymouth, MI	\$462.00	\$426.00	+8	Michael Marcantonio	N/A	COM 40%; DM 20%; SPEC 20% (Brokered); DWF 5%; BKS 5%; CAT 5%; INS 3%; S/T 2%	DCS; DWF; OFS; OFD	Prv	667
15	12	Fort Dearborn, Elk Grove, IL	\$460.00	\$460.00	—	Kevin Kwilinski	1,780	PKG 100%	DCW; DCS; DWF; FLX; GRV; OFS; OFW; SCR	Prv	17
16	—	Minuteman Press Int'l, Farmingdale, NY	\$450.00	\$437.00	+2	Robert Titus	N/A	COM 34%; DWF 19%; S/T 12%; SPEC 7%; CAT 7%; GAR 6%; INS 5%; DM 5%; FIN 4%; BKS 1%	DCS; DWF; OFS; OFD	Prv	965
17	16	Ennis Inc., Midlothian, TX	\$400.80	\$370.20	+8	Keith Walters	2,400	SPEC 50% (Forms and labels, tags, envelopes); COM 25%; FIN 15%; DM 10%	DCW; DCS; DWF; FLX; OFS; OFW; SCR	Pub	54
18	19	Trend Offset Printing, Los Alamitos, CA	\$375.00	\$300.00	+25	Anthony J. Lienau	1,400	INS 55%; PUB 35%; CAT 10%	DCW; DCS; OFW; OFD	Prv	8
19	17	SG360°, a Segerdahl Co., Wheeling, IL	\$312.00	\$312.00	—	John Wallace	830	DM 85%; COM 15%	DCW; DCS; LTR; OFS; OFW; OFD	Prv	6
20	—	BELMARK Inc., DePere, WI	\$305.45	\$265.40	+15	Karl Schmidt	924	N/A	DCW; FLX; OFS; OFW	Prv	6
21	18	Sir Speedy Print Signs Marketing, Mission Viejo, CA	\$303.00	\$303.00	—	Richard Lowe	N/A	SPEC 40% (Signs and other marketing services); DM 30%; COM 15%; BKS 5%	DCS; DWF; OFS; OFD	Prv	246
22	23	Vomela Specialty, St. Paul, MN	\$285.80	\$246.60	+15	Mark Auth	1,300	SPEC 35% (Screen printing, small-format digital); COM 20%; PKG 5%	DCS; DWF; OFS; OFD; SCR	Prv	22
23	20	AlphaGraphics, Lakewood, CO	\$281.30	\$277.30	+1	Ryan Farris	N/A	COM 76%; DM 12%; DWF 12%	N/A	Prv	285
24	22	4over Inc., Glendale, CA	\$270.00	\$250.00	+8	Zarik Megerdichian	1,500	SPEC 100% (Trade printing)	DCS; DWF; OFS; OFD	Prv	10
25	—	Miller Zell, Atlanta, GA	\$267.00	\$181.00	+47	Chip Miller	300	SPEC 34% (POP); DWF 31%; INS 13%	DWF; SCR	Prv	N/A
26	21	Command Cos., Secaucus, NJ	\$255.00	\$257.00	—	Steven Merson	814	BKS 52%; PKG 14%; COM 14%; FIN 11%; S/T 8%; CAT 1%	DCW; DCS; FLX; OFS; OFW	Prv	6
27	26	DATA Communications Management, Brampton, ON	\$248.30	\$222.70	+11	Gregory Cochrane	1275	SPEC 35% (Labels, wide-format, resales, warehousing and logistics); COM 22%; DM 20%; PKG 2%	DCW; DCS; DWF; FLX; OFS; OFD; SCR	Pub	11
28	25	Orora Visual, Mesquite, TX	\$230.00	\$230.00	—	Jim Snyder	650	SPEC 75%; PKG 15%; PUB 10%	DCW; DCS; DWF; OFS; OFW; OFD; SCR	Pub	9
29	28	Mittera Group, Des Moines, IA	\$223.40	\$165.80	+34	Jon Troen	1,200	DM 30%; COM 20%; INS 20%; SPEC 10% (Design, mobile, apps, website development, photography, videography, data); CAT 5%; PUB 5%; PKG 5%; DWF 5%	N/A	Prv	10
30	48	Fortis Solutions Group, Virginia Beach, VA	\$186.00	\$112.00	+66	John Wynne	750	SPEC 100% (Labels, flexible packaging, shrink sleeves, folding cartons, applicators)	N/A	Prv	13
31	27	Walsworth, Marceline, MO	\$179.25	\$180.75	—	Don O. Walsworth	1,225	BKS 55%; PUB 35%; CAT 10%	DCS; OFS; OFW	Prv	4
32	49	St. Joseph Communications, Toronto, ON	\$177.00	\$108.70	+62	Tony Gagliano	950	COM 26%; INS 23%; PUB 19%; DM 11%; S/T 8%; FIN 7%; CAT 6%	OFS; OFW	Prv	3

Legend Primary Specialties: BKS – Book Manufacturing; CAT – Catalogs; COM – General Commercial Printing; DM – Direct Mail; DWF – Wide-/Grand-Format Printing; FIN – Financial Printing; GAR – Garments; IND – Industrial Printing; INS – Inserts/Preprints; NEWS – Newspapers; PKG – Packaging; PUB – Publications/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

'19	'18	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
33	29	Japs-Olson Co., St. Louis Park, MN	\$173.60	\$164.40	+5	Michael W. Beddor	655	DM 95%; CAT 3%; COM 2%	DCW; DCS; OFS; OFW; OFD	Prv	1
34	30	Freedom Graphic Systems, Milton, WI	\$163.50	\$161.20	+1	Martin Liebert	650	DM 95%; COM 3%; S/T 2%	DCW; DCS; OFW	Prv	5
35	31	Data-Mail Inc., Newington, CT	\$160.00	\$155.00	+3	Bruce Mandell	1,050	DM 100%	DCW; DCS; OFS; OFW; OFD	Prv	2
36	33	DG3 Diversified Global Graphics Group, Jersey City, NJ	\$143.00	\$148.00	-3	Steven Babat	700	FIN 45%; COM 35%; DM 10%; SPEC 5% (Digital marketing); INS 5%	DCW; DCS; OFS; OFW; OFD	Prv	5
37	37	Smyth Cos., St. Paul, MN	\$141.00	\$125.00	+12	John Hickey	520	PKG 98%; COM 2%	DCW; DCS; FLX; OFS	Prv	9
38	34	OneTouchPoint Inc., Hartland, WI	\$138.70	\$143.70	-3	David Holland	750	COM 40%; SPEC 20% (Online solutions, fulfillment, distribution, managed print services); DM 12%; PKG 8%; CAT 5%; BKS 5%; FIN 5%	DCW; DCS; DWF; LTR; OFS; OFW; OFD	Prv	7
39	36	MPI Label Systems, Sebring, OH	\$134.00	\$130.00	+3	Randy L. Kocher	560	PKG 86%; SPEC 10% (Label application equipment and RFID); IND 2%; DM 2%	DCW; DCS; DWF; FLX; SCR	Prv	11
40	40	American Litho, Carol Stream, IL	\$128.42	\$120.51	+6	Michael Fontana, Chris Joyaux	350	DM 50%; CAT 20%; INS 15%; PKG 10%; SPEC 5%	DCW; DCS; DWF; OFS; OFW; OFD	Prv	1
41	41	Sandy Alexander, Clifton, NJ	\$126.80	\$120.50	+5	Mike Graff	406	COM 37%; DM 23%; DWF 16%; CAT 8%; FIN 5%; INS 5%; SPEC 4% (Pre-media)	DCW; DCS; DWF; OFS; OFW; OFD	Prv	5
42	42	The Phoenix Group, Philadelphia, PA	\$126.00	\$118.00	+6	Barry Green	350	COM 46%; DM 20%; BKS 10%; FIN 10%; CAT 9%; PKG 5%	DCW; DCS; DWF; OFS; OFW	Prv	4
43	39	Hammer Packaging, W. Henrietta, NY	\$122.63	\$120.98	+1	James E. Hammer	525	PKG 100%	DCW; FLX; OFS; OFW; SCR	Prv	2
44	42	DirectConnectGroup, Cleveland, OH	\$120.10	\$118.00	+1	Robert A. Durham	700	COM 40%; DM 22%; SPEC 20% (Fulfillment); PUB 7%; DWF 5%; INS 4%; S/T 2%	DCS; DWF; LTR; OFS; OFW; OFD	Prv	8
45	47	Publication Printers, Denver, CO	\$117.00	\$113.00	+3	Gary Rosenberg	600	PUB 55%; CAT 25%; COM 10%; DM 10%	DCS; OFW	Prv	3
46	44	Mimeo, Memphis, TN	\$116.00	\$115.00	—	John Delbridge	900	COM 65%; SPEC 25% (Photo publishing)	DCW; DCS; DWF	Prv	3
47	46	Nosco, Gurnee, IL	\$115.00	\$96.00	+19	R. Craig Curran	610	PKG 95%; COM 5%	DCW; DCS; FLX; OFS; SCR	Emp	6
48	51	Vision Integrated Graphics Group, Bolingbrook, IL	\$107.00	\$98.00	+9	Brad Moore	350	DM 65%; SPEC 20% (Large-format); COM 15%	DCW; DCS; DWF; OFS; OFD; SCR	Prv	2
49	66	Marquis Book Printing, Montreal, QC	\$105.00	\$72.00	+45	Serge Loubier	600	BKS 83%; FIN 8%; CAT 3%; PUB 3%; SPEC 3%	DCW; DCS; OFS; OFW	Prv	3
50	—	Showdown Displays, Brooklyn Center, MN	\$104.00	\$96.00	+8	Kevin Walsh	650	DWF 100%	N/A	Prv	3
51	51	Arandell Corp., Menomonee Falls, WI	\$103.00	\$103.00	—	Bradley Hoffman	700	CAT 99%	N/A	Prv	2
52	53	Western States Envelope & Label, Butler, WI	\$102.00	\$96.00	+6	Steve Bayerlein	579	COM 90%; SPEC 10% (Labels, tags)	N/A	Prv	5
53	50	Lithographix Inc., Hawthorne, CA	\$100.00	\$100.00	—	Herb Zebrack	250	SPEC 40% (Out-of-home, dye-sublimation); COM 20%; CAT 10%; DM 10%; INS 10%; PKG 10%	DCS; DWF; OFS; OFW	Prv	1
54	59	Wilen Direct, Deerfield Beach, FL	\$99.60	\$82.90	+20	Kevin Wilen	368	DM 100%	DCW; DCS; OFW; OFD	Prv	2
55	57	Specialty Print Communications, Niles, IL	\$99.32	\$89.42	+11	Adam M. LeFebvre	495	DM 85%; COM 15%	DCW; DCS; DWF; OFS; OFW; OFD	Prv	4
56	54	L.K. Litho, Middle Island, NY	\$97.27	\$95.89	+1	Roger Dextor	264	BKS 40%; PUB 25%; DM 25%; INS 10%	DCW; DCS; DWF; FLX; GRV; LTR; OFS; OFW; OFD; SCR	Prv	6
57	76	Elanders Americas, Davenport, IA	\$94.99	\$67.33	+41	Thomas P. Sheehan	200	BKS 45%; SPEC 40% (Subscription, e-commerce services); COM 15%	DCW; DCS; DWF; OFS; OFW	Pub	2
58	56	Consolidated Label, Sanford, FL	\$94.80	\$87.00	+8	Joel Carmany	330	SPEC 100% (Labels, shrink sleeves, flexible packets, tags)	N/A	Prv	4
59	62	IMS Inc., Liverpool, NY	\$86.15	\$79.30	+8	W. Lee Vanderpool Jr., John D. Mashia Jr.	250	S/T 80%; DM 20%	DCW; DCS	Prv	5
60	60	Universal Wilde, Westwood, MA	\$84.00	\$80.00	+5	Stephen Flood	255	S/T 25%; DM 15%; FIN 15%; CAT 15%; PUB 10%; COM 10%; BKS 10%	DCW; DCS; OFS; OFW; OFD	Prv	2
61	58	JohnsByrne Co., Niles, IL	\$83.70	\$89.40	-6	Corey Gustafson	237	PKG 64%; DM 20%; COM 16%	N/A	Prv	2
62	—	Duggal Visual Solutions, Brooklyn, NY	\$82.20	\$78.20	+5	Michael Duggal	433	SPEC 44% (Custom displays, retouching, multimedia, photographic work); DWF 42%; COM 10%; CAT 2%; BKS 2%	DCS; DWF	Prv	9
63	66	ICS Corp., West Deptford, NJ	\$81.00	\$72.00	+12	Matthew J. Bastian	350	DM 100%	N/A	Prv	1
64	69	Postal Center International, Weston, FL	\$80.00	\$70.00	+14	Ismael Diaz	250	BKS 25%; COM 20%; CAT 10%; DM 10%; S/T 10%; PUB 5%; FIN 5%; PKG 5%; INS 5%	DCW; DCS; DWF; LTR; OFS; OFD; SCR	Prv	1
65	—	MSP, Freedom, PA	\$79.00	\$76.00	+3	Richard Busheé III	750	DM 100%	DCW; DCS; DWF; OFW	Prv	2
66	64	Discount Labels, New Albany, IN	\$78.00	\$74.02	+5	John Becker	550	SPEC 100% (Labels, tags, promotional products, plastic products and cards)	N/A	Prv	1

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		400	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
'19	'18	Company									
66	63	PIP Marketing, Signs, Print, Mission Viejo, CA	\$78.00	\$78.00	—	Richard Lowe	N/A	SPEC 40% (Signs and other marketing services); DM 30%; COM 15%; BKS 5%	DCS; DWF; OFS; OFD	Prv	67
68	81	Glenroy Inc., Menomonee Falls, WI	\$76.00	\$62.40	+21	Rich Buss	221	PKG 100%	FLX	Prv	2
69	86	Lewisburg Printing, Lewisburg, TN	\$75.00	\$61.00	+22	Thomas Hale Hawkins IV	270	PKG 75%; COM 10%; SPEC 5% (Digital, flexo)	DCW; DCS; DWF; FLX; OFS; OFD; SCR	Prv	7
70	65	Zoo Printing, Valencia, CA	\$74.00	\$74.00	—	Erica Anderson	250	SPEC 76% (Postcards, large-format, brochures, business cards); COM 14%; CAT 10%	DCW; DCS; DWF; OFS; OFW	Prv	N/A
70	—	The Dingley Press, Lisbon, ME	\$74.00	\$70.00	+5	Eric Lane	350	CAT 100%	OFW	Prv	1
70	72	Flower City Printing, Rochester, NY	\$74.00	\$68.00	+8	George Scharr, Steven Schuld	325	PKG 70%; COM 10%; CAT 4%; DM 3%; SPEC 3% (Digital)	DCS; DWF; FLX; OFS; OFD	Prv	2
73	102	AWT Labels and Packaging, Minneapolis, MN	\$70.19	\$51.97	+35	Jim Lundquist	295	SPEC 100% (Labels, flexible packaging)	DCW; FLX	Prv	3
74	72	Outlook Group, Neenah, WI	\$70.00	\$68.00	+2	Kevin Hayes	300	PKG 52%; SPEC 48% (Labels, tags)	N/A	Prv	2
75	72	Tri-State Envelope, Ashland, PA	\$69.75	\$68.00	+2	John Swensen	470	DM 60%; FIN 20%; COM 20%	FLX; LTR; OFS	Emp	3
76	86	OMNI Systems, Richmond Heights, OH	\$69.00	\$61.00	+13	Adam DeFrancesco	154	PKG 100%	DCW; FLX	Prv	2
76	72	SpeedPro Imaging, Centennial, CO	\$69.00	\$62.00	+11	Larry Oberly	N/A	DWF 100%	N/A	Prv	130
78	77	Thomas Printworks, Richardson, TX	\$66.50	\$68.00	-2	Bryan Thomas	520	COM 50%; S/T 20%; DM 15%; CAT 5%; INS 5%	DCS; OFS; OFD	Prv	26
78	60	Friesens Corp., Altona, MB	\$66.50	\$60.00	+10	Chad Friesen	580	BKS 87%; SPEC 7% (Self-publishing); PKG 6%	DCW; FLX; OFS; OFW	Emp	3
80	71	Core Publishing Solutions, Eagan, MN	\$66.30	\$68.50	-3	Todd Roth	351	BKS 100%	DCW; DCS; OFS; OFW	Pub	1
81	80	Kirkwood, Wilmington, MA	\$66.00	\$64.00	+3	Bob Coppinger	245	COM 40%; CAT 20%; DM 20%; S/T 5%; PUB 5%; BKS 5%; FIN 5%	DCS; DWF; OFS	Prv	1
82	79	Diversified Labeling Solutions, Itasca, IL	\$65.53	\$64.12	+2	Jim Kersten	203	SPEC 100% (Labels, tags)	DCW; FLX	Pub	4
83	86	The Meyers Printing Cos., Minneapolis, MN	\$65.00	\$61.00	+6	Mike Lane	250	SPEC 90% (Wide-format, litho, digital, POP displays); PKG 10%	DCW; DCS; DWF; FLX; OFS; SCR	Prv	1
84	83	Primary Color, Cypress, CA	\$64.70	\$62.00	+4	Dan Hirt	315	SPEC 50% (Large- and small-format digital, fabrication, installations); COM 20%; DM 15%; PKG 10%; CAT 5%	N/A	Prv	2
85	85	Diamond Packaging, Rochester, NY	\$63.91	\$61.58	+3	Karla Fichter	262	PKG 100%	FLX; OFS	Prv	2
86	—	DCG ONE, Seattle, WA	\$63.65	\$51.80	+22	Terry Storms	308	DM 40%; COM 35%; CAT 5%; INS 5%; S/T 5%; PKG 5%; DWF 3%; PUB 2%	DCS; DWF; LTR; OFS; OFW	Prv	3
87	91	Worzalla Inc., Stevens Point, WI	\$63.00	\$60.00	+5	Jim Fetherston	300	BKS 100%	OFS; OFW	Emp	1
88	—	Solisco Printing, Scott, QC	\$62.00	\$61.00	+1	Alain Jaques	330	CAT 50%; BKS 13%; PUB 23%; DM 14%	OFS; OFW	Prv	2
89	78	Spectrum Marketing, Manchester, NH	\$61.60	\$64.30	-4	Kevin Lash	241	DM 70%; COM 18%; SPEC 7% (Large-format); PUB 5%	DCS; DWF; OFS; OFW	Prv	3
90	82	KP LLC, San Leandro, CA	\$61.00	\$62.30	-2	Joe Atturio	325	SPEC 35% (E-commerce services, document automation, fulfillment, labels, email, data security); DM 25%; COM 20%; FIN 10%; S/T 10%	DCW; DCS; DWF; FLX; OFS; OFW; OFD	Prv	7
90	89	BCT, Fort Lauderdale, FL	\$61.00	\$60.23	+1	Bruce Mars	700	COM 100%	DCS; DWF; LTR; OFS; OFD	Prv	32
92	103	I.D. Images, Brunswick, OH	\$60.50	\$51.12	+18	Brian Gale	200	PKG 95%	DCW; DCS; FLX; OFS; OFW	Prv	7
93	105	Gill Studios, Lenexa, KS	\$59.30	\$50.51	+17	Donald A. Gill	425	SPEC 100% (Labels, tags, promotional products)	DCS; DWF; FLX; OFS; SCR	Prv	1
94	84	GLS/NEXT Precision Marketing, Brooklyn Park, MN	\$58.90	\$61.80	-4	Gary L. Garner	275	COM 65%; DM 20%; SPEC 15% (Creative, IT services, distribution services, promotional products, media, search engine)	N/A	Prv	3
95	97	Mod-Pac Corp., Buffalo, NY	\$58.60	\$57.00	+2	Daniel Keane	325	PKG 100%	OFS	Prv	1
96	91	Southwest Offset Printing, Gardena, CA	\$58.00	\$60.00	-3	Dutch Greve	360	NEWS 40%; PUB 40%; COM 20%	OFW	Prv	2
97	—	PostcardMania, Clearwater, FL	\$57.96	\$48.72	+18	Joy Gendusa	260	DM 100%	N/A	Prv	2
98	96	Ward/Kraft Inc., Fort Scott, KS	\$57.36	\$57.73	—	Roger Kraft	325	SPEC 65% (Labels, tags, plastic products); DM 10%	N/A	Prv	1
99	90	Champion Industries, Huntington, WV	\$57.00	\$60.15	-5	Marshall T. Reynolds	320	BKS 30%; COM 20%; CAT 20%; DM 5%; S/T 5%	DCS; DWF; LTR; OFS; OFD	Prv	6
100	—	National Graphics, N. Branford, CT	\$55.70	\$49.80	+11	Michael Napoli	210	DM 100%	OFS; OFW	Prv	3
101	104	Stouse LLC, New Century, KS	\$54.30	\$50.87	+6	Clay Davis	382	SPEC 100% (Decals, magnets, roll labels, signs, plastic products)	DCW; DCS; DWF; FLX; SCR	Prv	1
102	111	Mercury Print Productions, Rochester, NY	\$53.00	\$45.00	+17	John Place	220	BKS 70%; COM 20%; DM 10%	DCW; DCS; DWF; OFS; OFD	Prv	1
103	—	PCI Group, Fort Mill, SC	\$52.30	\$47.50	+10	Christian Kropac	322	S/T 99%; DM 1%	DCW; DCS	Prv	2

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400											
'19	'18	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
104	106	Hatteras, Tinton Falls, NJ	\$51.00	\$50.00	+2	Bill Duerr	250	COM 65%; DWF 20%; DM 15%	N/A	Prv	2
104	91	H.S. Crocker Co., Huntley, IL	\$51.00	\$60.00	-15	Ron Giordano	161	PKG 90%; SPEC 5%	FLX; LTR	Emp	2
106	107	Lane Press, South Burlington, VT	\$50.50	\$49.70	+1	Philip M. Drumheller	212	PUB 100%	OFW	Prv	1
107	111	Freeport Press, New Philadelphia, OH	\$50.00	\$45.00	+11	David G. Pilcher	180	PUB 60%; CAT 30%; DM 10%	N/A	Prv	2
107	121	Quantum Group, Morton Grove, IL	\$50.00	\$45.00	+11	Cheryl Kahanec	180	COM 40%; DM 40%; S/T 15%; FIN 5%	N/A	Prv	2
107	108	The John Roberts Co., Minneapolis, MN	\$50.00	\$49.00	+2	Michael R. Keene	240	COM 40%; DM 30%; INS 20%; CAT 10%	DCS; OFS; OFW	Prv	1
110	110	Journal Graphics, Portland, OR	\$48.50	\$48.30	—	Dianne Bullas	165	PUB 70%; COM 15%; CAT 10%; INS 5%	OFW	Prv	1
111	109	Ripon Printers, Ripon, WI	\$47.96	\$46.15	+3	Julie Newhouse	300	COM 40%; CAT 25%; PUB 20%; NEWS 5%	DCS; OFS; OFW	Prv	1
112	149	Drummond Press, Jacksonville, FL	\$47.80	\$33.66	+42	John Falconetti	195	COM 55%; DM 20%; DWF 10%; FIN 5%; CAT 5%; PUB 5%	DCS; DWF; OFS; OFW	Prv	3
113	114	K1 Packaging Group, City of Industry, CA	\$47.00	\$42.00	+11	Mike Tsai	125	PKG 100%	DCW; FLX; OFS; SCR	Prv	2
114	114	Darwill, Hillside, IL	\$46.00	\$42.00	+9	Troy VanDyke, Brandon VanDyke	200	DM 75%; S/T 12%; COM 10%; BKS 3%	DCW; DCS; OFS; OFD	Prv	2
115	133	Bradford & Bigelow, Newburyport, MA	\$45.10	\$38.20	+18	John Galligan	150	BKS 80%; FIN 10%; COM 10%	N/A	Prv	1
116	137	KDM Enterprises, Carpentersville, IL	\$45.00	\$37.99	+18	Larry Newman	110	S/T 40%; SPEC 35% (Business forms); PKG 15%; DWF 10%	FLX; OFW	Prv	3
117	118	Repacorp Label Products, Tipp City, OH	\$44.60	\$41.04	+8	Rick M. Heintl	198	SPEC 95% (Labels); PKG 4%; DWF 1%	DCW; DCS; DWF; FLX; SCR	Prv	3
118	117	ANRO Inc., West Chester, PA	\$44.20	\$41.40	+6	James A. Spinelli Jr.	160	DM 61%; COM 30%; SPEC 9% (Wide-format, web services)	DCW; DCS; DWF; LTR; OFS; OFD	Prv	1
119	113	The YGS Group, York, PA	\$44.14	\$43.78	—	Jim Kell	192	PUB 45%; SPEC 20% (Marketing services); CAT 15%; COM 10%; DM 10%	N/A	Prv	3
120	121	Image Options, Foothill Ranch, CA	\$44.00	\$40.00	+10	Brian Hite	150	SPEC 97% (Large-format digital, fabrication)	DWF	Prv	2
121	126	Mosaic, Cheverly, MD	\$42.20	\$39.80	+6	Brendan Connors	196	COM 45%; DM 25%; SPEC 20%; BKS 10%	DCS; DWF; OFS; OFD	Emp	3
122	119	DS Graphics, Lowell, MA	\$41.84	\$40.78	+2	Jeffrey Pallis	205	COM 20%; DM 20%; SPEC 15% (Mailing, fulfillment); CAT 15%; BKS 10%; S/T 10%; FIN 5%; PUB 5%	N/A	Prv	1
123	127	New Jersey Business Forms/InfoSeal/Hampshire Label, Englewood, NJ	\$41.03	\$39.63	+3	David Harnett	136	DM 35%; SPEC 20% (Labels, tags); FIN 12%; COM 8%; PKG 5%; S/T 5%	DCW; FLX; OFW; OFD	Prv	2
124	130	Prisma Graphic, Phoenix, AZ	\$41.00	\$39.10	+4	Robert Anderson	229	COM 25%; DM 25%; SPEC 25% (Digital); PKG 10%; BKS 5%; CAT 5%; PUB 5%	DCS; DWF; OFS; OFW; OFD	Prv	1
125	120	Geographics Inc., Atlanta, GA	\$40.70	\$40.50	—	Norvin C. Hagan	150	COM 40%; CAT 25%; INS 15%; DM 10%; SPEC 5%; PUB 5%	DCS; OFS; OFW; OFD	Prv	1
126	129	Cathedral Corp., Rome, NY	\$40.40	\$39.30	+2	Marianne Gaige	280	S/T 60%; DM 40%	DCW; DCS; DWF; LTR	Prv	4
126	156	Modern Litho, Jefferson City, MO	\$40.40	\$32.28	+25	D. Moore	290	PUB 50%; COM 30%; DM 10%; CAT 7%	DCS; DWF; OFS	Prv	5
128	121	Colonial Press International, Miami, FL	\$40.00	\$40.00	—	Jose Gomez, Jorge Gomez	200	CAT 35%; DM 35%; COM 15%; PUB 10%; INS 5%	DCS; OFS; OFW	Prv	1
129	140	Suttle-Straus Inc., Waunakee, WI	\$39.04	\$37.47	+4	Ted Straus	190	DM 40%; COM 20%; DWF 15%; S/T 10%; INS 5%; CAT 5%; PUB 5%	DCS; DWF; OFS; OFW; OFD	Prv	1
130	125	Forum Communications Printing, Detroit Lakes, MN	\$38.97	\$39.92	-2	Dennis Hall	322	NEWS 36%; PUB 20%; COM 11%; BKS 10%; INS 5%; DM 3%; CAT 3%; SPEC 2%	DCS; OFS; OFW	Prv	5
131	132	Knepper Press, Clinton, PA	\$38.80	\$38.50	—	William J. Knepper	195	COM 50%; CAT 15%; PUB 15%; DM 15%; INS 10%; FIN 5%	DCS; OFS; OFW	Prv	2
132	131	J.S. McCarthy Printers, Augusta, ME	\$38.70	\$38.60	—	Jonathan Tardiff	200	COM 60%; PKG 30%; INS 10%	DCS; DWF; LTR; OFS	Emp	1
133	142	LCP, Waukegan, IL	\$38.10	\$37.10	+2	Thomas Johnson	170	COM 40%; SPEC 40% (grand-format, cut-sheet digital, fulfillment, storage, mailing); DM 20%	DCS; DWF; LTR; OFS	Prv	2
134	136	Weldon, Williams & Lick, Ft. Smith, AR	\$38.00	\$38.00	—	Tracey Geren	270	SPEC 100%	DCW; DCS; FLX; LTR; OFS; OFD; SCR	Prv	1
134	114	TI Group, Toronto, ON	\$38.00	\$42.00	-9	Peter Spring	200	SPEC 65% (Point-of-sale graphics, creative, photo related services); COM 20%; DM 15%	DCS; DWF; OFS	Prv	1
136	150	Baesman Group, Hilliard, OH	\$36.50	\$33.00	+10	Rod Baesman	140	DM 40%; SPEC 40% (Retail POP); COM 20%	DCS; DWF; OFS; OFD	Prv	3
137	155	Tidewater Direct, Centreville, MD	\$36.30	\$32.30	+12	Geoffrey Eisenberg	155	DM 80%; INS 10%; PKG 10%	DCW; OFW; OFD	Prv	3
138	—	Summit Direct Mail, Dallas, TX	\$36.00	\$36.00	—	John Barber	150	DM 100%	N/A	Prv	2
139	128	Bolger Vision Beyond Print, Minneapolis, MN	\$35.40	\$34.90	+1	dik Bolger	200	COM 23%; DM 20%; SPEC 10%; CAT 10%; PUB 10%; BKS 10%; FIN 10%; DWF 5%; PKG 2%	N/A	Prv	2
140	—	A.B. Data Ltd., Milwaukee, WI	\$35.10	\$37.40	-6	Bruce Arbit	199	S/T 56%; DM 44%	DCW; DCS	Prv	1
141	160	ABS Graphics, Itasca, IL	\$35.00	\$30.45	+14	Russ Babka	150	SPEC 40% (POP and display); DM 30%; COM 15%; DWF 10%; PKG 5%	DCS; DWF; OFS; SCR	Prv	1
141	135	Angstrom Graphics, Cleveland, OH	\$35.00	\$38.06	-8	Wayne Angstrom	200	COM 45%; DM 20%; INS 16%; CAT 10%; SPEC 5% (Creative services including electronic media); PUB 2%	DCW; DCS; OFS; OFW	Prv	2

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143	147	Continental Web Press, Itasca, IL	\$34.90	\$34.90	—	Diane K. Field	250	CAT 85%; DM 15%	N/A	Prv	1
144	169	Worth Higgins & Associates, Richmond, VA	\$34.70	\$29.10	+19	Benny Bowman	180	COM 100%	DCS; DWF; OFS	Emp	2
145	150	Compu-Mail, Grand Island, NY	\$34.50	\$33.00	+4	Michael Vitch	191	DM 40%; COM 20%; PUB 15%; BKS 15%; INS 10%	DCW; DCS; DWF; OFS; OFW; OFD	Prv	1
146	186	Phase 3 Marketing and Communications, Atlanta, GA	\$34.33	\$26.34	+30	Ken Holsclaw	200	SPEC 100%	DCW; DCS; DWF; OFS	Prv	3
147	134	Dome, McClellan Park, CA	\$34.10	\$38.10	-10	Tim Poole	190	SPEC 20% (Fulfillment, warehouse management, large-format, screen and digital printing, small-format digital printing); COM 15%; CAT 15%; PUB 10%; DM 10%; PKG 10%; INS 5%; IND 5%; BKS 5%; FIN 5%	DCS; DWF; OFS; OFW; OFD	Prv	1
148	145	The Maple Press Co., York, PA	\$34.00	\$35.00	-2	James Wisotzkey	335	BKS 100%	DCW; DCS; OFS; OFW	Prv	1
148	148	King Printing, Lowell, MA	\$34.00	\$34.00	—	Adi Chinal	100	BKS 99%; PUB 1%	N/A	Prv	1
150	159	Southeastern, Stuart, FL	\$33.20	\$31.00	+7	Don Mader	184	COM 80%; CAT 8%; PUB 8%; DM 4%	DCS; DWF; OFS	Prv	2
151	154	C.J. Graphics (A member of C.J. Group of Cos.), Mississauga, ON	\$33.10	\$32.40	+2	Jay Mandarino	220	CAT 25%; INS 16%; DM 13%; PKG 11%; FIN 9%; COM 8%; S/T 7%; PUB 6%; BKS 2%	N/A	Prv	1
152	153	Hudson Printing, Salt Lake City, UT	\$32.50	\$30.00	+8	Paul Hudson	165	CAT 30%; PUB 30%; COM 22%; DM 10%; INS 5%; BKS 3%	DCW; DCS; OFW	Prv	1
153	141	Communicorp Inc., Columbus, GA	\$32.11	\$37.32	-13	Eric Seldon	141	COM 66%; DM 13%; BKS 11%; INS 2%; FIN 1%; CAT 1%; PUB 1%	DCW; DCS; DWF; OFS; OFW	Prv	1
154	161	The Dot Corp., Irvine, CA	\$31.80	\$30.35	+4	Bruce M. Carson	178	COM 42%; DM 20%; SPEC 10%; CAT 10%; INS 10%; FIN 5%; DWF 3%	DCS; DWF; OFS; OFW	Prv	3
155	158	Midstates Inc. Print & Media Solutions, Aberdeen, SD	\$31.63	\$31.07	+1	Matt Feickert	250	DM 60%; COM 15%; CAT 15%; PUB 10%	DCS; DWF; LTR; OFS; OFW	Prv	1
156	167	Rand Graphics, Wichita, KS	\$31.50	\$29.30	+7	Randy Vautravers	150	COM 50%; SPEC 50%	DCS; DWF; OFS; OFD; SCR	Prv	2
157	180	Peczuh Printing, Price, UT	\$31.30	\$26.60	+17	Frank Peczuh Jr.	150	COM 70%; PKG 25%	DCS; DWF; OFS	Prv	3
158	170	CP Direct, Lanham, MD	\$30.33	\$28.34	+7	Matt Trotta	110	DM 100%	OFS; OFW	Prv	1
159	—	Olympus Group, Milwaukee, WI	\$30.30	\$30.00	+1	Brian Adam	200	DWF 100%	DWF	Prv	3
160	162	APS Marketing Group, Brooklyn, NY	\$30.00	\$30.00	—	Isaac Braun	60	COM 50%; CAT 15%; PUB 15%; DM 5%	N/A	Prv	1
160	150	Master Graphics, Rochelle, IL	\$30.00	\$33.00	-9	Kenneth Love	108	DM 45%; INS 30%; FIN 20%; COM 5%	OFW	Prv	2
160	172	Huston Patterson, Decatur, IL	\$30.00	\$28.00	+7	Thomas W. Kowa	85	PKG 98%; SPEC 1%; BKS 1%	DCS; OFS	Prv	2
160	187	Premier Press, Portland, OR	\$30.00	\$26.00	+15	Juli Cordill	150	DWF 30%; COM 25%; PKG 20%; DM 10%; SPEC 5% (Color studio, creative, design); CAT 5%; BKS 5%	N/A	Prv	1
164	180	Sterling Digital Print, Hauppauge, NY	\$29.70	\$26.60	+11	Ed McAllister	114	FIN 40%; BKS 20%; INS 10%; COM 10%; PUB 10%; DM 10%	DCW; DCS; OFS; OFW	Prv	1
165	166	Smith Edwards Dunlap, Philadelphia, PA	\$29.50	\$29.50	—	Jonathan Shapiro	90	COM 70%; DM 20%; FIN 10%	DCS; OFS	Prv	1
166	179	Westamerica Communications, Lake Forest, CA	\$29.40	\$26.70	+10	Doug Grant	100	COM 60%; DM 30%; PKG 10%	DCS; DWF; LTR; OFS	Prv	2
167	171	EP Graphics, Berne, IN	\$29.22	\$28.20	+3	Tyler N. Kitt	125	PUB 64%; CAT 33%; SPEC 2% (Fulfillment); BKS 1%	OFW	Prv	1
168	165	Nieman Printing, Dallas, TX	\$29.20	\$29.90	-2	Joanie Nieman	154	DM 35%; PUB 22%; CAT 11%; BKS 6%; COM 4%; INS 2%	DCW; DCS; DWF; OFS; OFW	Prv	1
169	157	Ironmark, Annapolis Junction, MD	\$29.00	\$32.00	-9	Jeff Ostenso	140	COM 40%; BKS 30%; SPEC 15% (Promotional products, creative services, digital marketing); DM 10%	DCW; DCS; DWF; OFS; OFW	Prv	1
170	176	Gilson Graphics, Grand Rapids, MI	\$28.90	\$27.50	+5	David L. Gilson	160	SPEC 55% (Design, fulfillment, composition, large-format); COM 10%; CAT 10%; DM 5%; INS 5%; BKS 5%; PKG 5%	DCW; DCS; DWF; OFS	Prv	3
171	—	Craftline Graphics, Fort Wayne, IN	\$28.74	\$29.13	-1	Henry Freistroffer	219	BKS 95%; FIN 5%	OFS; OFW	Prv	1
172	185	The Allied Group, Cranston, RI	\$28.57	\$26.07	+9	Bob Clement	170	N/A	N/A	Prv	3
173	183	Salem One, Winston-Salem, NC	\$28.36	\$26.21	+8	Phil Kelley Jr.	125	DM 38%; PKG 30%; COM 15%; FIN 10%; DWF 5%; SPEC 2%	DCW; DCS; DWF; FLX; LTR; OFS	Prv	2
174	198	Alcom Printing Group, Harleysville, PA	\$28.00	\$24.50	+14	Don Eichman	140	COM 65%; FIN 10%; DWF 6%; PKG 5%; CAT 5%; DM 5%; PUB 3%; BKS 1%	DCS; DWF; OFS; OFW	Prv	2
174	172	Metropolitan Fine Printers, Vancouver, BC	\$28.00	\$28.00	—	Nikos Kallas	120	BKS 20%; CAT 20%; DM 20%; COM 15%; INS 10%; PKG 10%; PUB 5%	DCS; DWF; OFS; OFD	Prv	2
176	189	Heeter, Canonsburg, PA	\$27.50	\$25.50	+7	Scott Heeter	100	COM 40%; DM 40%; SPEC 10%; PKG 10%	DCW; DCS; DWF; OFS; OFD	Prv	2
176	172	Shapco Printing, Golden Valley, MN	\$27.50	\$28.00	-1	Joel Shapiro	120	COM 40%; CAT 15%; DM 15%; BKS 15%; PKG 15%	DCS; DWF; OFS; OFD	Prv	1
178	—	Empire Screen Printing, Onalaska, WI	\$27.30	\$26.57	+2	John Freismuth	260	COM 80%; SPEC 20%	DCW; DCS; DWF; FLX; SCR	Prv	1
179	192	McNaughton & Gunn, Saline, MI	\$27.00	\$25.00	+8	Julie McFarland	155	BKS 100%	N/A	Prv	1

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'19	'18	Company									
180	192	D'Andrea Visual Communications, Cypress, CA	\$26.50	\$25.00	+6	David D'Andrea	100	SPEC 65% (Grand-format printing, custom fabrication, installations); PKG 15%; CAT 10%; DM 5%	DCS; DWF; OFS	Prv	2
181	—	The P.A. Hutchison Co., Mayfield, PA	\$26.39	\$24.21	+9	Christian Hutchison	160	BKS 80%; FIN 10%; CAT 10%	N/A	Prv	1
182	—	United Mail, Louisville, KY	\$26.10	\$27.30	-4	Tom Clines	210	DM 80%; S/T 20%	DCS	Prv	2
183	215	Stolze Printing, Bridgeton, MO	\$26.01	\$21.78	+19	Phillip D. Stolze, David B. Stolze	85	DM 75%; COM 25%	DCS; OFS	Prv	1
184	192	Johnson & Quin, Niles, IL	\$26.00	\$25.00	+4	David R. Henkel	100	DM 91%; INS 9%	DCW; DCS; OFW	Prv	1
184	—	Envelope Mart U.S.A., Northwood, OH	\$26.00	\$24.50	+6	Norman Shapiro	150	SPEC 80% (Envelopes); COM 15%; DM 5%	DCS; DWF; FLX; OFS	Prv	N/A
184	186	DATAMATX Inc., Atlanta, GA	\$26.00	\$26.00	—	Harry Stephens	135	S/T 90%; INS 10%	DCS	Prv	3
187	196	Midway Press, Dallas, TX	\$25.40	\$24.75	+2	T. Cass Andrews	125	PUB 60%; NEWS 35%; BKS 5%	OFW	Prv	1
188	—	Kappa Graphics, Pittston, PA	\$25.10	\$23.20	+8	Nicholas Karabots	169	PUB 50%; BKS 45%; COM 5%	OFS; OFW	Prv	1
189	202	Crossmark Graphics, New Berlin, WI	\$25.00	\$24.00	+4	Tammy Rechner	55	COM 100%	DCS; DWF; OFS	Prv	1
189	208	DMM Inc., Scarborough, ME	\$25.00	\$23.00	+8	John Cloutier	175	S/T 80%; SPEC 10% (Fulfillment distribution); DM 10%	N/A	Prv	2
189	202	The Label Printers, Aurora, IL	\$25.00	\$24.00	+4	William J. Kane	60	SPEC 95% (Labels, tags); PKG 5%	DCW; DCS; FLX	Prv	2
192	177	Mossberg & Co., South Bend, IN	\$24.80	\$27.30	-9	James W. Hillman	130	COM 50%; PKG 15%; SPEC 15% (Marketing services/ fulfillment); CAT 10%; FIN 5%	DCW; DCS; FLX; LTR; OFS	Prv	2
193	197	Allen Press, Lawrence, KS	\$24.70	\$24.70	—	Randy Radosevich	201	PUB 45%; COM 20%; CAT 15%; DM 10%	DCS; OFS; OFW	Prv	1
194	198	Impact, Minneapolis, MN	\$24.50	\$24.50	—	Tim Johnson	180	DM 75%; S/T 25%	DCW; DCS	Prv	2
195	231	Tapecon Inc., Buffalo, NY	\$24.30	\$19.28	+26	Steven Davis	109	SPEC 95% (Medical devices, printed electronics, custom converting, fabrication); PKG 5%	DCW; DCS; FLX; SCR	Prv	1
196	206	Robin Enterprises, Westerville, OH	\$24.29	\$23.21	+4	Brad Hance	131	COM 100%	DCS; DWF; LTR; OFS	Prv	1
197	191	Grafika Commercial Printing, Sinking Spring, PA	\$24.26	\$25.18	-3	Bernard J. Elzer III	101	SPEC 65% (Tags, labels, wall decals); PKG 25%; COM 10%	DCW; DCS; FLX; OFS; SCR	Prv	1
198	216	Litho Press, Indianapolis, IN	\$23.94	\$21.33	+12	Bernie John Lacy	45	PKG 90%; COM 10%	DWF; OFS	Prv	1
199	204	V.G. Reed & Sons, Louisville, KY	\$23.71	\$23.51	—	Robert Reed Sr.	100	COM 50%; FIN 30%	DCW; DCS; LTR; OFS; OFW	Prv	1
200	208	HBP Inc., Hagerstown, MD	\$23.00	\$23.00	—	John Snyder	150	COM 21%; BKS 18%; SPEC 17% (Design, fulfillment, e-commerce); DM 15%; PUB 10%; CAT 9%; FIN 5%; DWF 5%	DCS; DWF; OFS	Prv	2
200	208	Spectra Print, Stevens Point, WI	\$23.00	\$23.00	—	Eric Hofmeister	130	COM 100%	DCW; DCS; DWF; OFS; OFW	Prv	1
200	208	Bookmasters, Ashland, OH	\$23.00	\$23.00	—	Bob Gospodarek	165	BKS 55%; SPEC 45% (Distribution services)	DCW; DCS; OFS; OFW	Prv	1
203	296	iColor Printing & Mailing, Los Angeles, CA	\$22.41	\$13.45	+66	Adil Khan	56	DM 70%; PUB 20%; PKG 5%; SPEC 5%	DCS; DWF; FLX; OFS; OFW; OFD	Prv	2
204	221	TLF Graphics, Rochester, NY	\$22.10	\$21.70	+1	Robert P. McJury	123	SPEC 95% (Labels, signage); DWF 5%	DCW; DCS; DWF; FLX; SCR	Prv	2
205	217	Acme Press DBA Calitho, Concord, CA	\$22.00	\$21.30	+3	Mardjan Taheri	115	COM 38%; SPEC 23% (Wide-format displays); PKG 22%; DM 12%; CAT 5%	DCS; DWF; LTR; OFS; OFD; SCR	Prv	1
205	223	Graphic Village, Cincinnati, OH	\$22.00	\$20.00	+10	Eric Kahn	160	COM 55%; PKG 20%; DM 10%; SPEC 5%	DCS; DWF; OFS	Prv	1
207	182	Zenger Group, Tonawanda, NY	\$21.32	\$26.22	-18	Stephen R. Zenger	120	DM 68%; COM 12%; S/T 5%; PKG 5%; SPEC 4% (Large-format, retail); CAT 3%; BKS 1%	DCS; DWF; LTR; OFS; OFD	Prv	3
208	284	Premier Printing and Mailing, Stratford, CT	\$21.30	\$14.22	+49	Cesar Garcia	90	COM 25%; SPEC 25% (Laminated variable ID cards); DM 20%; S/T 15%; CAT 5%	DCW; DCS; DWF; FLX; LTR; OFS	Prv	1
209	223	Turssco Cos., St. Paul, MN	\$21.15	\$20.00	+5	Michelle Rencher	67	PKG 45%; SPEC 35% (Expanded content labels, standard PS labels); INS 20%	DCW; FLX; OFS	Prv	2
210	301	SeaChange Print Innovations, Minneapolis, MN	\$21.04	\$13.11	+60	Wendi Breuer	103	SPEC 32% (Election services, technology services, promotional items); PKG 22%; COM 22%; DM 13%; BKS 7%; FIN 4%	DCW; DCS; DWF; OFS; OFW	Prv	1
211	220	Vivid Impact, Louisville, KY	\$21.00	\$21.00	—	Gregory Buchheit	140	COM 50%; SPEC 25% (On-demand, fulfillment); PKG 25%	DCS; DWF; OFS	Prv	1
211	252	Professional Printers, W. Columbia, SC	\$21.00	\$17.10	+22	Jimmy Kohn	101	COM 55%; CAT 20%; DM 15%; SPEC 10%	DCW; DWF; OFS; OFW; OFD	Prv	2
213	251	Aspen Press and Packaging, Salt Lake City, UT	\$20.80	\$17.20	+20	Scott Robbins	90	PKG 65%; COM 35%	N/A	Prv	1
214	218	DreamWorks Graphic Communications, Glenview, IL	\$20.65	\$21.25	-2	Daniel A. Luka	65	COM 40%; PKG 20%; SPEC 15%; BKS 5%; FIN 5%; CAT 5%; PUB 5%; DM 5%	DCS; DWF; OFS; OFD	Prv	1
215	233	ID Label, Lake Villa, IL	\$20.54	\$19.25	+6	Neil Johnston	75	SPEC 100% (Variable image labels)	DCW; FLX	Prv	2
216	222	Think Patented, Miamisburg, OH	\$20.50	\$20.10	+1	Kenneth O. McNeerney, Niels M. Winther	130	COM 32%; SPEC 26%; DM 15%; PUB 8%; PKG 8%; INS 6%; CAT 5%	DCS; DWF; OFS; OFD	Prv	1
217	—	Strategic Factory, Owings Mills, MD	\$20.40	\$18.38	+10	Fawn O'Hara	138	DM 24%; COM 20%; CAT 15%; BKS 10%; FIN 5%; PUB 5%; S/T 5%; PKG 2%	DCW; DCS; DWF; OFS; OFD	Prv	1
218	240	Print NW, Tacoma, WA	\$20.20	\$18.10	+11	Jeffery Beardemphl	170	COM 46%; SPEC 31% (Online, apparel, promo); PKG 12%; DM 6%; PUB 5%	DCS; DWF; OFS; OFD	Prv	1

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		400	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
'19	'18	Company									
219	223	Blanks Printing and Digital Solutions, Dallas, TX	\$20.00	\$20.00	—	Leron Blanks	75	COM 78%; CAT 5%; PUB 5%; DM 5%; PKG 2%	DCS; DWF; OFS	Prv	1
219	—	AccuLink, Greenville, NC	\$20.00	—	—	Tom O'Brien	120	N/A	DCW; DCS; DWF	Prv	1
219	263	Alexander's Print Advantage, London, UT	\$20.00	\$15.93	+25	Jeff Alexander	100	BKS 60%; COM 20%; DM 10%	N/A	Prv	1
219	250	Streamworks, Blaine, MN	\$20.00	\$17.40	+14	Joe Klohn	175	DM 65%; SPEC 15% (Digital/integrated marketing); S/T 10%; COM 5%; INS 2%; FIN 2%	DCS; DWF; OFS	Prv	2
223	264	Alliance Printing, Houston, TX	\$19.81	\$15.86	+24	Jeff Birmingham	70	COM 40%; SPEC 40% (Labels: flexographic, digital); CAT 20%	DCW; DCS; FLX; OFS; OFD	Prv	2
224	270	Big Mountain Imaging, Philadelphia, PA	\$19.60	\$15.00	+30	Jason Cardonick	55	SPEC 100% (Large-/grand-format); DWF 10%	DWF	Prv	2
225	267	PDF Print Communications, Signal Hill, CA	\$19.10	\$15.43	+23	Kevin Mullaney	129	SPEC 85% (Business forms, envelopes, folders, stationery); COM 10%; BKS 5%	DCS; OFW	Prv	5
225	228	KM Media Group, Clifton, NJ	\$19.10	\$19.98	-4	Richard Kirschenbaum	92	COM 80%; INS 5%; SPEC 5%	DCS; DWF; LTR; OFS; OFW	Prv	1
227	234	Design Distributors, Deer Park, NY	\$19.00	\$19.00	—	Adam Avrick	85	DM 90%; PKG 10%	DCW; DCS; DWF; OFS; OFW	Prv	3
227	241	Clark and Riggs Printing, Louisville, KY	\$19.00	\$18.00	+5	Robert R. Riggs	88	COM 30%; DM 25%; DWF 20%; PKG 15%; FIN 10%	N/A	Prv	1
227	—	OverflowWorks.com, Murrieta, CA	\$19.00	\$17.00	+11	Jeff Bush	50	DM 99%	DCS	Prv	1
227	234	Fisher Group, Cedar Rapids, IA	\$19.00	\$19.00	—	Martin C. Fisher	104	DM 58%; COM 19%; INS 13%; PUB 10%	N/A	Prv	1
231	258	Team Concept Printing & Thermography, Carol Stream, IL	\$18.93	\$16.61	+13	Anthony Rouse	48	COM 59%; DM 12%; BKS 9%; PKG 8%; CAT 6%; INS 3%; DWF 3%; SPEC 1% (Business cards)	DCW; DCS; DWF; OFS; OFD	Prv	1
232	266	Neyenesch Printers, San Diego, CA	\$18.91	\$15.79	+19	Cliff Neyenesch, Carol A. Bentley	90	COM 100%	DCS; LTR; OFS	Prv	1
233	279	BR Printers, San Jose, CA	\$18.90	\$14.60	+29	Rich Brown, Adam DeMaestri	132	BKS 65%; COM 25%; DM 10%	DCW; DCS; DWF	Prv	3
234	232	Hopkins Printing, Columbus, OH	\$18.46	\$19.27	-4	Jim Hopkins	102	COM 38%; SPEC 23%; DM 17%; PUB 11%; CAT 9%; BKS 2%	DCS; DWF; OFS	Emp	1
235	368	Data Papers, Muncy, PA	\$18.26	\$15.11	+20	Jerry Wertz	90	COM 28%; SPEC 27%; FIN 16%; DM 16%; CAT 5%; PUB 5%	DCW; DCS; DWF; OFW	Prv	2
236	239	Maggio Data Forms, Hauppauge, NY	\$18.20	\$18.40	-1	Robert Maggio	80	SPEC 90% (Business Forms, integrated cards and labels); DM 10%	DCW; DCS; OFW	Prv	1
237	234	Color Ink, Sussex, WI	\$18.00	\$19.00	-5	Todd Meissner	75	DWF 30%; COM 30%; DM 10%; SPEC 10%; PKG 10%; CAT 5%; FIN 5%	DCS; DWF; OFS	Prv	1
238	256	Imperial Communications, New Berlin, WI	\$17.90	\$16.80	+6	Jason Stormowski	74	SPEC 40% (POP); PKG 20%; COM 10%; DM 10%; INS 10%	DCS; DWF; OFS	Prv	3
239	265	Bennett Graphics, Tucker, GA	\$17.70	\$15.80	+12	David W. Bennett	62	COM 100%	DCS; DWF; OFW	Prv	1
240	246	Techprint Inc., Lawrence, MA	\$17.50	\$17.50	—	Paul J. Durant Jr.	100	SPEC 80% (Labels, graphic overlays, printed electronics); PKG 10%	DCW; DCS; FLX; SCR	Prv	1
241	255	Consolidated Press, Seattle, WA	\$17.50	\$15.40	+13	Joe Atturio	65	PUB 40%; BKS 20%; COM 20%; CAT 10%; DM 10%	N/A	Prv	2
242	—	Yunker Industries, Elkhorn, WI	\$17.40	\$17.10	+1	Kari L. Yunker	110	DWF 75%; COM 25%	DWF	Prv	1
243	254	O'Neil Printing, Phoenix, AZ	\$17.00	\$17.00	—	Anthony B. Narducci	85	COM 71%; SPEC 14% (Web-to-print orders); BKS 10%; DM 5%	DCS; DWF; OFS	Emp	2
244	257	CE Printed Products, Carol Stream, IL	\$16.76	\$16.64	—	Robert Ohr	86	SPEC 100% (Envelopes, letterhead, business cards, stationery)	DCS; FLX; OFS	Prv	2
245	259	Slate Group, Lubbock, TX	\$16.59	\$16.59	—	Don Denny	85	CAT 50%; COM 25%; DM 15%; SPEC 5%; BKS 5%	DCS; DWF; LTR; OFS	Prv	1
246	261	Mele Printing, Covington, LA	\$16.50	\$16.00	+3	Mallery Mele	105	COM 40%; DM 20%; S/T 10%; CAT 10%; INS 10%	DCW; DCS; DWF; LTR; OFS	Prv	1
246	261	Brilliant Graphics, Exton, PA	\$16.50	\$16.00	+3	Bob Tursack	78	COM 40%; BKS 30%; CAT 25%; DM 5%	DCS; DWF; LTR; OFS; OFD	Prv	1
248	285	Bayard Printing Group, Williamsport, PA	\$16.46	\$14.20	+15	Mark P. Lundberg	82	PUB 25%; DM 25%; COM 23%; NEWS 12%; INS 7%; CAT 5%; SPEC 3% (Screen)	N/A	Prv	3
249	270	Wallace Graphics, Duluth, GA	\$16.30	\$15.20	+7	Jonathan Wallace	75	COM 60%; DM 20%; DWF 20%	DCS; DWF; OFS	Prv	1
250	—	Highland Computer Forms, Hillsboro, OH	\$16.20	—	—	Steven Patton	108	SPEC 100% (Business forms, labels, tags)	N/A	Prv	3
251	—	MAR, Valmeyer, IL	\$16.10	\$16.70	-3	Rick Roever	90	DM 78%; SPEC 22% (Forms)	DCW; DCS; OFW	Prv	1
252	237	Visions Inc., Brooklyn Park, MN	\$16.00	\$18.59	-13	Jon Otto	98	COM 24%; DM 22%; INS 12%; DWF 10%; IND 8%; FIN 5%; PKG 5%; BKS 4%; CAT 3%; PUB 3%; SPEC 3% (Specialty products, design, creative services, wide-format)	N/A	Prv	2
252	290	Brodnax/Varidoc, Dallas, TX	\$16.00	\$13.80	+15	Mike Campbell	80	CAT 35%; DM 25%; COM 25%; PUB 10%; S/T 5%	DCS; DWF; OFS	Prv	1
254	306	3A Press, Lajas, Puerto Rico	\$15.66	\$12.98	+20	Marie A. Rosado	120	SPEC 55% (Health care printing); PKG 45%	N/A	Prv	1
255	275	Aradius Group, Omaha, NE	\$15.50	\$14.90	+4	Steven D. Hayes	73	DM 70%; SPEC 20% (Agency); COM 10%	DCS; OFS; OFW; OFD	Prv	1
256	245	METZGERS, Toledo, OH	\$15.20	\$17.60	-13	Tony Metzger	105	COM 45%; SPEC 25% (Fulfillment, wide-format, e-services); DM 20%; PKG 5%; CAT 5%	DCS; DWF; OFS; OFD	Prv	1

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400						Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
'19	'18	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)						
257	286	Precision Color Graphics, Franklin, WI	\$15.20	\$14.00	+8	John Goeden	51	PKG 75%; COM 15%; SPEC 10%	FLX; OFS	Prv	2
258	279	Visual Marking Systems, Twinsburg, OH	\$15.10	\$14.60	+3	Dolf Kahle	136	SPEC 100% (OEM, fleet, POP, public transportation, consumables, apparel, textiles)	DCW; DCS; DWF; OFW; SCR	Prv	2
259	308	Watkins Lithographic, North Kansas City, MO	\$15.00	\$12.85	+16	Eddy Watkins	65	COM 70%; CAT 10%; DM 10%; SPEC 10%	DCS; DWF; FLX; LTR; OFS; OFW	Prv	1
259	286	Franklin Press, Baton Rouge, LA	\$15.00	\$14.00	+7	Ernest C. Seals	85	DM 90%; SPEC 5%; COM 5%	DCS; OFS; OFW; OFD	Prv	1
259	312	Allen Printing, Nashville, TN	\$15.00	\$12.00	+25	Shannon Heffington	115	COM 100%	DCS; LTR; OFS	Prv	1
259	270	CJK: Print Possibilities (The C.J. Krehbiel Co.), Cincinnati, OH	\$15.00	\$14.00	+7	Tim Ruppert	80	BKS 40%; CAT 40%; COM 20%	DCW; DCS; OFS; OFW	Prv	1
263	309	Action Printing, Fond du Lac, WI	\$14.82	\$12.50	+18	Darwin Bethke	80	COM 95%; DM 5%	DCS; OFS; OFW	Pub	1
264	286	Envision3, Bloomingdale, IL	\$14.70	\$14.00	+5	Kevin Franz	75	DM 30%; COM 25%; PKG 20%; CAT 10%; PUB 10%; BKS 5%	DCS; OFS	Prv	1
265	277	Marina Graphic Center, Hawthorne, CA	\$14.67	\$14.80	—	Peggy Chernoff	105	COM 55%; DM 45%	DCS; DWF; LTR; OFS	Prv	1
266	277	Viridiam, Green Bay, WI	\$14.60	\$14.80	-1	Paul Parish	90	COM 85%; PKG 10%; DWF 5%	DCS; DWF; OFS; OFW	Prv	2
267	286	Fineline Printing Group, Indianapolis, IN	\$14.50	\$14.00	+3	Richard Miller	70	COM 39%; SPEC 20% (Digital, cross-media, promotional products); DM 15%; S/T 10%; PUB 10%; CAT 1%	DCS; DWF; OFS	Prv	1
267	291	AmeriCAL Inc., Omaha, NE	\$14.50	\$13.77	+5	John Peterson	62	SPEC 100% (Labels, tags)	DCW; FLX; LTR	Prv	1
267	—	Square One, Mount Laurel, NJ	\$14.50	\$12.90	+12	Drew Townsend	83	DM 75%; BKS 15%; COM 3%; DWF 2%	N/A	Prv	1
270	302	Holland Litho Printing Service, Zeeland, MI	\$14.40	\$13.10	+9	Rick Baarman	80	COM 45%; DM 25%; CAT 10%; PUB 10%; BKS 5%; PKG 5%	DCS; OFS	Prv	1
271	283	UMC Print, Overland Park, KS	\$14.37	\$14.25	—	Shawn Boyd	80	COM 70%; SPEC 20% (Plastic products, cards, signs, displays); DM 10%	N/A	Prv	2
272	300	Best Press, Addison, TX	\$14.20	\$13.20	+7	Katie Kalisher, Ashley Kalisher	80	COM 60%; DM 15%; SPEC 15% (POS signage, both store and shelf, one-off prototyping, fulfillment, order processing, warehousing, logistics); PKG 10%	DCS; DWF; LTR; OFS; OFD	Prv	1
273	—	Documation, Eau Claire, WI	\$14.10	\$13.80	+2	Marlin Swenson	80	BKS 47%; DM 45%; PUB 6%; CAT 2%	DCW; DCS; DWF; OFS	Prv	1
274	330	The Goode Co., Rohnert Park, CA	\$14.00	\$11.00	+27	Michael Sanabria	54	DM 30%; SPEC 30% (Wine industry marketing); COM 20%; CAT 10%; PKG 10%	DCS; LTR; OFS; OFW	Prv	1
274	270	Kubin-Nicholson Corp., Milwaukee, WI	\$14.00	\$15.00	-6	Michael Rees	70	COM 60%; SPEC 40% (Out-of-home, outdoor and transit specialty/decor)	DWF; OFS	Prv	2
274	282	Toof - American Digital Printing, Memphis, TN	\$14.00	\$14.50	-3	Stillman McFadden	85	COM 60%; DM 20%; CAT 15%; BKS 5%	DCS; LTR; OFS; OFW; OFD	Prv	1
277	299	Graphic Dimensions, Austell, GA	\$13.90	\$13.25	+4	Jay Scammell	102	FIN 40%; S/T 30%; PKG 10%; COM 10%; DM 10%	DCW; DCS; FLX; OFS; OFW; OFD	Prv	3
278	293	Hederman Brothers, Madison, MS	\$13.85	\$13.68	+1	Doug Hederman	100	DM 35%; COM 25%; PUB 20%; DWF 10%; BKS 5%; CAT 5%	DCS; DWF; OFS; OFD	Prv	2
279	312	Sharpe Co., Winston-Salem, NC	\$13.75	\$12.00	+14	Terri Sealey	75	COM 70%; DM 10%; FIN 10%	DCS; DWF; OFS	Prv	6
280	295	Foster Printing, Santa Ana, CA	\$13.62	\$13.47	+1	Tim Blackburn	32	PKG 95%; SPEC 5% (POP)	OFS	Prv	1
281	311	Heritage Integrated, El Reno, OK	\$13.60	\$12.10	+12	David Delana	72	DM 58%; COM 21%; INS 10%; PKG 6%; BKS 5%	DCS; DWF; LTR; OFS; OFD	Prv	1
282	—	Luminer Converting Group, Lakewood, NJ	\$13.50	—	—	—	—	SPEC 100% (Labels, tags)	N/A	Prv	N/A
282	246	Lithocraft Co., Anaheim, CA	\$13.50	\$17.50	-22	Bradley Thurman	65	COM 60%; CAT 15%; DM 13%; PKG 12%	DCS; OFS	Prv	1
284	319	Labels West, Woodinville, WA	\$13.29	\$11.98	+10	John Shanley	52	SPEC 100% (Tags, labels)	DCW; FLX; SCR	Prv	1
285	298	L+L Printers, Carlsbad, CA	\$13.08	\$13.27	-1	Bill Anderson	99	COM 41%; CAT 20%; PKG 13%; DM 11%; SPEC 10% (Digital large-format); PUB 1%	DCS; DWF; OFS; OFD	Prv	2
286	341	Fort Orange Press, Albany, NY	\$13.00	\$10.00	+30	Robert F. Witko	40	BKS 30%; CAT 30%; PUB 30%; DM 10%	DCW; DCS; OFS; OFD	Prv	1
286	303	Garlich Printing, St. Louis, MO	\$13.00	\$13.00	—	Brad Garlich	60	COM 40%; SPEC 40% (POS, tear pads); DM 20%	DCS; LTR; OFS; OFD	Emp	1
286	303	Trumbull Printing, Trumbull, CT	\$13.00	\$13.00	—	Gustave C. Semon	100	NEWS 50%; PUB 20%; COM 10%; CAT 5%; INS 5%	OFW	Prv	1
289	307	Barton & Cooney, Burlington, NJ	\$12.90	\$12.90	—	Patrick M. Doyle	46	DM 40%; S/T 35%; INS 10%; FIN 5%	DCW; DCS; OFS	Prv	1
290	309	HighRoad Press, Moonachie, NJ	\$12.70	\$12.50	+1	Hallie Satz	48	COM 35%; DM 20%; CAT 10%; PUB 10%; SPEC 5% (Out-of-home signage); INS 5%; BKS 5%; FIN 5%; PKG 5%	N/A	Prv	1
291	—	Premier Print Group, Champaign, IL	\$12.56	\$11.37	+10	Daniel Paulson	65	COM 47%; DM 20%; PUB 18%; BKS 15%	DCS; OFS	Prv	1
292	269	Pro Document Solutions, Paso Robles, CA	\$12.50	\$15.03	-16	George Phillips	62	SPEC 85% (Business forms); DM 15%	DCW; DCS; OFS; OFW	Prv	2
293	297	Vox Printing, Oklahoma City, OK	\$12.50	\$13.31	-6	LaVerna Reid	60	COM 76%; PKG 22%; INS 1%; DM 1%	DCS; FLX; OFW	Prv	1
294	350	Liberty Creative Solutions, Tinley Park, IL	\$12.20	\$9.80	+24	Angela Hipelius	60	DM 60%; COM 40%	DCS; DWF; OFS	Prv	1
295	312	Magna IV, Little Rock, AR	\$12.00	\$12.00	—	Kent Middleton	65	COM 90%; PUB 5%	DCS; DWF; LTR; OFS	Prv	1
295	—	Today's Graphics, Philadelphia, PA	\$12.00	\$11.00	+9	Jack Glacken	58	COM 60%; SPEC 30% (Photo); DM 10%	N/A	Prv	2

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295	358	Walker360, Montgomery, AL	\$12.00	\$10.60	+13	Taylor Blackwell	54	COM 41%; SPEC 28% (Marketing/publishing); PUB 10%; DM 10%; BKS 10%	DCS; OFS; OFD	Prv	1
295	241	The Allen Co., Blanchester, OH	\$12.00	\$18.00	-33	Stan Dohan	50	SPEC 100% (Promotional, college and university, outdoor retail, housewares)	N/A	Prv	N/A
299	327	Next Day Four Color, Houston, TX	\$11.98	\$11.26	+6	Todd Frost	58	SPEC 100% (Trade only)	DCS; LTR; OFS	Prv	2
300	312	Graphic Solutions Group, Kennesaw, GA	\$11.80	\$12.00	-1	Mark Pope	72	COM 77%; DWF 10%; DM 8%; PKG 5%	DCS; DWF; LTR; OFS	Prv	1
301	341	Abbott Communications Group, Maitland, FL	\$11.72	\$10.00	+17	Arthur Abbott	70	COM 50%; DM 40%; INS 10%	DCS; OFS; OFD	Prv	1
302	334	Foresight Group, Lansing, MI	\$11.69	\$10.46	+11	William Christofferson	78	COM 71%; DWF 22%; DM 7%	DCS; DWF; OFS	Prv	3
303	359	Seaway Printing, Green Bay, WI	\$11.63	\$8.72	+33	Kevin Heslin	52	PUB 60%; BKS 20%; COM 10%; CAT 10%	DCS; OFS	Prv	1
304	333	Jurist Influence Group, Long Island City, NY	\$11.60	\$10.50	+10	Ronald Sizemore	45	COM 60%; DWF 40%	DCS; DWF; OFS	Prv	1
305	331	Choctaw Print Services, Durant, OK	\$11.53	\$10.80	+6	Russell Marcum	19	SPEC 50% (Promotional products, apparel); DM 35%; CAT 10%; BKS 5%	DCS; DWF; OFS; SCR	Prv	1
306	—	Mt. Royal Printing, Baltimore, MD	\$11.50	\$11.15	+3	Gary Cayce	49	COM 75%; PUB 15%; DM 10%	DCS; DWF; OFS	Prv	1
307	—	Mel Printing, Taylor, MI	\$11.30	\$11.10	+1	Mike Filkovich	42	BKS 40%; COM 20%; DM 15%; PUB 10%; PKG 10%; CAT 5%	N/A	Prv	1
308	326	Puritan Press, Hollis, NH	\$11.25	\$11.37	-1	Kurt Peterson	80	COM 45%; CAT 10%; PUB 10%; DM 10%; SPEC 10%; BKS 10%	DCS; OFS	Prv	1
309	—	Thysse, Oregon, WI	\$11.10	\$14.61	-24	Jason Thysse	95	DWF 32%; COM 22%; DM 15%; PKG 8%; INS 5%; CAT 5%; FIN 5%; PUB 2%; BKS 1%	DCS; DWF; OFS	Prv	2
309	—	NGS Printing, Elgin, IL	\$11.10	\$9.80	+13	Erik Landrowski	50	DWF 65%; SPEC 35% (Screen printing)	DCS; SCR	Prv	1
311	341	DGI Invisuals, North Billerica, MA	\$11.00	\$10.00	+10	Glen Fairbanks	140	DWF 100%	N/A	Prv	1
311	—	Roe Marketing Group/DBA Berry and Homer, Chester, PA	\$11.00	\$9.00	+22	Brett Roe	36	DWF 100%	DCS; DWF	Prv	2
311	324	ArborOakland Group, Royal Oak, MI	\$11.00	\$11.40	-3	Don Kirkland	68	COM 50%; DM 15%; CAT 10%; PUB 10%; BKS 5%	DCS; DWF; LTR; OFS; OFW; OFD	Prv	3
311	335	Bollin Label Systems, Toledo, OH	\$11.00	\$10.40	+5	Mark Bollin	55	SPEC 100% (Labels)	DCW; FLX	Prv	1
315	338	Thompson Print & Mailing Solutions, San Antonio, TX	\$10.97	\$10.13	+8	David Thompson	63	COM 30%; DM 10%; INS 6%; SPEC 5% (Banners, wide-format); CAT 5%; BKS 2%; PKG 2%	DCW; DCS; DWF; OFS; OFD; SCR	Prv	3
316	329	Royal, Brooklyn Park, MN	\$10.90	\$11.20	-2	Tim Urness	60	SPEC 85% (Business forms); PKG 10%; COM 5%	DCS; FLX; OFW	Prv	1
317	312	SZK Graphics, Chatsworth, CA	\$10.80	\$12.00	-10	Dan Pulos	35	SPEC 100% (Window graphics, installation, POP, retail execution services)	DWF; SCR	Prv	2
318	328	Indexx Inc., Greenville, SC	\$10.75	\$11.25	-4	Jordan Finn	63	SPEC 34% (e-commerce); COM 15%; DM 15%; CAT 10%; PUB 5%; INS 5%	DCS; DWF; OFS	Prv	1
319	332	Wallace Carlson Printing, Minnetonka, MN	\$10.70	\$10.70	—	Ann K. Turbeville	48	COM 60%; CAT 15%; PKG 15%; DM 10%	DCS; LTR; OFS	Prv	1
320	339	Source One Digital, Norton Shores, MI	\$10.60	\$10.10	+4	Randy Crow	60	COM 85%; PKG 5%	DWF; SCR	Prv	1
320	349	ASAP Printing, Salt Lake City, UT	\$10.60	\$9.87	+7	Jeff Guevara	40	SPEC 100% (Trade printer)	N/A	Prv	1
322	341	Bradley Graphic Solutions, Bensalem, PA	\$10.50	\$10.00	+5	Robert J. Bradley	41	DM 80%; COM 20%	OFW	Prv	1
323	348	J&M Printing (ND), Gwinner, ND	\$10.40	\$9.90	+5	Harrison McCleery	50	COM 60%; DM 30%; CAT 10%	DCS; LTR; OFS; OFD	Prv	1
324	352	Blooming Color, Lombard, IL	\$10.27	\$9.61	+6	John Lehman	49	COM 100%	DCS; DWF; OFS	Prv	1
325	353	Merlin Printing, Amityville, NY	\$10.20	\$9.50	+7	Steven Vid	38	INS 80%; DWF 10%; DM 10%	DCS; DWF; OFW	Prv	1
326	339	Delzer Lithograph, Waukesha, WI	\$10.11	\$10.10	—	Mike Delzer	62	COM 50%; SPEC 50% (Digital, fulfillment)	DCS; DWF; OFS	Prv	1
327	336	5 Day Business Forms Mfg., Anaheim, CA	\$10.10	\$10.20	—	Leslie Messick	52	SPEC 100% (Business forms)	OFW	Prv	1
327	355	Econoprint, Verona, WI	\$10.10	\$9.32	+8	David Roloff	64	DM 35%; COM 25%; DWF 13%; FIN 5%; CAT 5%; INS 2%; S/T 1%	DCS; DWF; OFS; OFD	Prv	2
329	—	Quick Tab II, Tiffin, OH	\$10.09	-	-	Charles Daughenbaugh	65	SPEC 50%; COM 40%; DM 10%	N/A	Prv	2
330	341	ER2 Image Group, Hanover Park, IL	\$10.00	\$9.00	+11	Gary Schellerer	65	DWF 80%; SPEC 20% (Installation services, design)	N/A	Prv	1
330	—	Screen Graphics, Pompano Beach, FL	\$10.00	\$10.00	—	Nick Glaros	76	SPEC 20% (Labels)	N/A	Prv	1
330	323	Shweiki Media Printing, San Antonio, TX	\$10.00	\$11.50	-13	Gal Shweiki	40	PUB 70%; DM 10%; CAT 7%; INS 7%; COM 3%	DCS; DWF; OFW	Prv	1
330	341	Bestforms Inc., Camarillo, CA	\$10.00	\$10.00	—	Joe Valdez	48	SPEC 100% (Tags, labels, plastic products, cards)	N/A	Prv	1
334	357	Digital Label Solutions, Yorba Linda, CA	\$9.72	\$9.04	+7	Joe Marks	43	PKG 100%	DCW	Prv	1

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'19	'18	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
335	367	Lawton Connect, Orlando, FL	\$9.70	\$8.01	+21	Kimberly Lawton Koon	47	COM 79%; DM 15%; PKG 3%	DCS; DWF; OFS; OFD	Prv	1
336	362	Big Visual Group, Antioch, TN	\$9.40	\$8.50	+10	Scott Snoyer	62	DWF 70%; SPEC 30% (Architectural signage)	N/A	Prv	1
337	321	BCSI, Burnsville, MN	\$9.26	\$11.69	-20	James Marchessault	75	COM 100%	N/A	Prv	1
338	356	AmeriPrint Corp., Harvard, IL	\$9.00	\$9.10	-1	Vicky Schultzy	65	SPEC 100% (Tags, labels, business forms)	FLX; LTR; OFS; OFW	Prv	1
339	—	PrintComm, Flint, MI	\$8.95	\$8.05	+11	Kevin Naughton	70	DM 50%; BKS 25%; COM 25%	DCS; DWF; OFS	Prv	1
340	—	ProList Inc., Frederick, MD	\$8.76	\$7.07	+23	Dave Lokos	100	DM 98%; COM 2%	N/A	Prv	1
341	360	Haig Graphic Communications, Hauppauge, NY	\$8.71	\$8.69	—	James Kalousdian	43	COM 100%	DCW; DCS; DWF; OFS; OFW; OFD	Prv	1
342	361	Push Solutions, New Berlin, WI	\$8.60	\$8.60	—	Brad Flagge	40	COM 70%; SPEC 10% (Digital); PKG 10%	DCS; DWF; OFS	Prv	1
343	—	Pictura, Golden Valley, MN	\$8.50	\$11.00	-22	Paul Lilienthal	45	DWF 95%; PKG 5%	N/A	Prv	1
344	383	Milpak Graphics, King, NC	\$8.41	\$7.28	+15	Billy Kilby	38	SPEC 100% (Tags, labels)	FLX	Prv	1
345	363	Merrick Printing, Louisville, KY	\$8.40	\$8.30	+1	M. David Merrick	70	COM 60%; BKS 15%; PUB 10%; DM 5%; PKG 5%; CAT 5%	DCS; DWF; OFS; OFW; OFD	Prv	1
346	384	Colorchrome Atlanta, Norcross, GA	\$8.35	\$7.24	+15	John Rhodes	43	DWF 100%	N/A	Prv	1
347	—	PDCgraphics, Southampton, PA	\$8.26	\$7.09	+16	John Rosenthal	45	COM 65%; DM 25%; CAT 10%	DCS; DWF; OFS	Prv	1
348	365	Stylecraft Printing, Canton, MI	\$8.20	\$8.20	—	Richard A. Pesci	49	COM 98%; PKG 2%	FLX; LTR; OFS; OFW	Prv	3
349	366	Cushing, Chicago, IL	\$8.04	\$7.51	+7	Cathleen Cushing Duff	46	SPEC 30% (Branded environmental graphics: wall graphics, privacy film, dimensional lettering); DWF 25%; COM 20%; BKS 15%; DM 10%	N/A	Prv	1
350	—	McClung Cos., Waynesboro, VA	\$8.00	\$6.90	+15	Adam Monk	80	GAR 65%; DM 20%; BKS 5%; CAT 5%; PUB 5%	DCS; OFS; OFW	Emp	2
350	390	Supreme Graphics, Arcadia, WI	\$8.00	\$7.00	+14	Charles Blaschko	57	COM 80%; BKS 15%; PKG 5%	DCS; DWF; LTR; OFS	Prv	2
350	368	Dolce Printing, Maywood, NJ	\$8.00	\$8.00	—	Glenn Dolce	32	COM 60%; FIN 40%	DCS; OFS	Prv	1
353	377	A C Printing, Euless, TX	\$7.90	\$7.50	+5	Durriya Dawood	52	COM 52%; BKS 23%; CAT 14%; DM 9%; SPEC 2%	N/A	Prv	1
354	390	DUKE, Eastlake, OH	\$7.82	\$7.00	+11	Blake A. Leduc	48	DM 40%; COM 35%; CAT 25%	DCS; DWF; OFS	Prv	2
355	374	Ignite Graphics, Elmhurst, IL	\$7.80	\$7.59	+2	Lance Luka	38	DM 25%; BKS 20%; PKG 20%; CAT 14%; COM 10%; FIN 3%	DCS; DWF; OFS; OFW	Prv	1
355	380	Custom Printing, Oxnard, CA	\$7.80	\$7.40	+5	Charles A. Utts	49	DM 35%; COM 20%; CAT 15%; BKS 10%; PKG 5%; PUB 5%; S/T 5%; INS 5%	DCS; DWF; LTR; OFS	Prv	2
357	385	N.E.W. Printing, Appleton, WI	\$7.75	\$7.20	+7	Mark Weinfurter	38	COM 78%; DM 15%; SPEC 6% (Labels, tags, envelopes, folders, stationery)	DCS; LTR; OFS	Prv	1
358	373	CFC Print Solutions, Grand Prairie, TX	\$7.72	\$7.64	+1	Tommy Gillis	55	SPEC 63% (Business forms); COM 25%	DCW; DCS; OFS; OFW	Prv	1
358	376	Classic Litho and Design, Torrance, CA	\$7.72	\$7.57	+1	Firo Nikravan	35	COM 30%; DWF 30%; PKG 15%; CAT 15%; DM 10%	N/A	Prv	1
360	363	Hagg Press, Elgin, IL	\$7.70	\$8.30	-7	Kern W. Hagg Jr.	48	BKS 35%; COM 25%; PUB 10%; DM 5%; CAT 5%	DCS; DWF; LTR	Prv	1
361	372	Prodigital Printing, Edison, NJ	\$7.65	\$7.65	—	Larry Solomon	33	DM 50%; COM 30%; CAT 14%; DWF 6%	DCS; DWF; OFS	Prv	1
362	382	M13 Graphics, Schaumburg, IL	\$7.60	\$7.30	+4	Dan Banakis	37	COM 78%; DM 12%; CAT 8%; DWF 2%	DCS; DWF; OFS	Prv	1
363	381	The Harty Press, New Haven, CT	\$7.53	\$7.32	+2	George R. Platt	41	DM 40%; COM 30%; SPEC 25%	DCS; DWF; OFS; OFD	Prv	1
364	371	Apex Color, Jacksonville, FL	\$7.50	\$7.80	-3	Richard Ghelerter	37	SPEC 51% (Business forms); COM 49%	N/A	Prv	1
365	387	Badger Tag & Label, Random Lake, WI	\$7.47	\$7.15	+4	Robert Thiel	38	SPEC 100% (Labels, tags, digital)	DCS; DWF; FLX; LTR	Prv	2
366	385	Alabama Graphics, Birmingham, AL	\$7.37	\$7.20	+2	John Davis	46	SPEC 57% (digital print B&W - 23%; digital color - 22%; scanning - 12%); DWF 28%; COM 8%; IND 7%	N/A	Prv	2
367	379	Total Printing Systems, Newton, IL	\$7.36	\$7.41	—	Richard M. Lindemann II	56	BKS 83%; COM 8%; PUB 2%; DM 2%	DCW; DCS; OFS; OFD	Prv	2
368	369	Alexander Clark Printing, Boise, ID	\$7.35	\$7.95	-7	Michael Ayers	47	COM 60%; SPEC 40% (Business forms)	DCS; LTR; OFS; OFW	Emp	1
369	396	Professional Printing Center, Chesapeake, VA	\$7.34	\$6.38	+15	Brian Ward	57	COM 70%; DM 15%; CAT 10%; SPEC 5% (Ad specialty)	DCS; DWF; OFS	Prv	1
370	375	Intech Printing & Direct Mail, Naples, FL	\$7.18	\$7.58	-5	Rodney Held	51	COM 20%; DM 15%; PKG 12%; CAT 10%; PUB 10%; BKS 10%; FIN 5%; S/T 3%	DCS; DWF; LTR; OFS; OFD	Prv	2
371	388	JP Graphics, Santa Clara, CA	\$7.00	\$7.12	-1	Joan D. Escover	40	COM 60%; PKG 20%; BKS 5%; PUB 5%; DM 5%; SPEC 5%	DCS; LTR; OFS; OFD	Prv	1
372	398	FolgerGraphics Inc., Hayward, CA	\$6.90	\$6.30	+9	Dick Folger	45	NEWS 30%; PUB 30%; DM 30%; COM 6%; BKS 2%; FIN 2%	DCS; LTR; OFS; OFW	Prv	1
373	392	Phoenix Data, Montgomery, PA	\$6.86	\$6.76	+1	Larry B. Lovell	36	FIN 70%; DM 10%; INS 10%; COM 9%; SPEC 1% (Labels, tags)	OFW	Prv	1
374	370	New London Communications, Alpharetta, GA	\$6.82	\$7.94	-14	Eric Rountree	38	COM 50%; CAT 10%; PUB 10%; DM 10%; BKS 10%; PKG 10%	DCS; DWF; OFS; OFW	Prv	1
375	397	Digital Marketing Services, Pelham, AL	\$6.80	\$6.31	+7	Ryan Cooper	40	DM 40%; COM 25%; PKG 15%; DWF 10%; FIN 10%	DCS; DWF	Prv	1
376	394	E.H. Teasley & Co. / Inkjet Printing International, Dallas, TX	\$6.75	\$6.50	+3	Jeff Teasley	40	DWF 100%	DWF	Prv	1
377	—	Lithotone Inc., Elkhart, IN	\$6.70	\$6.20	+8	Bob Priebe	31	COM 50%; PKG 15%; INS 5%; DM 5%	DCW; DCS; DWF; OFS; OFW; OFD	Prv	1

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400

'19	'18	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
378	394	Carbonless and Cut Sheet Forms, New Concord, OH	\$6.60	\$6.50	+1	Chris Giller, Jason Killiany	32	SPEC 100% (Business forms)	N/A	Prv	1
379	—	A&B Printing and Mailing, Las Vegas, NV	\$6.40	\$3.60	+77	Kathy Gillespie	35	COM 68%; DM 15%; PKG 10%; GAR 6%; BKS 1%	DCS; DWF; LTR; OFS; OFD; SCR	Prv	1
380	399	TPSi, Tulsa, OK	\$6.25	\$6.00	+4	Fadel Iskander	30	S/T 70%; DM 15%; INS 5%; BKS 5%; COM 5%	N/A	Prv	2
381	399	Pro Print, Duluth, MN	\$6.13	\$6.00	+2	Creston Dorothy	50	COM 70%; DM 20%; PUB 10%	DCS; DWF; OFS	Prv	2
382	393	BRD Printing, Lansing, MI	\$6.10	\$6.53	-6	David Lee	43	COM 80%; PUB 10%; DM 5%; INS 5%	DCS; OFS	Prv	1
383	—	Marketing Kitchen Inc., Markham, ON	\$6.00	\$4.00	+50	Audrey Jamieson	40	DM 100%	DCS	Prv	1
383	341	ATL, Menomonee Falls, WI	\$6.00	\$5.50	+9	Nick Maris	45	SPEC 40% (Medical/pharma); COM 20%; DM 20%; IND 10%; PKG 10%	N/A	Prv	1
385	—	Access Direct Mail, Sarasota, FL	\$5.76	\$4.87	+18	Don Giglio	12	DM 100%	DCS; DCW; OFS	Prv	1
386	—	AAI, Gilbert, MN	\$5.70	\$5.00	+14	Bob Cap	9	PUB 30%; DM 30%; S/T 20%; BKS 10%; CAT 10%	N/A	Prv	1
387	—	K-B Offset Printing, State College, PA	\$5.62	\$5.83	-3	R.J. Caravan	36	COM 45%; PUB 21%; DM 16%; INS 9%; BKS 3%; CAT 2%	DCS; DWF; LTR; OFS; OFD	Prv	1
388	—	Rees Associates, Des Moines, IA	\$5.25	\$4.81	+9	Stephen Lundstrom	105	DM 100%	DCS	Prv	1
389	—	Excelsus Solutions, Rochester, NY	\$5.20	\$4.50	+15	Mark Laniak	30	DWF 90%; PKG 10%	N/A	Prv	1
390	—	Simon Printing, Houston, TX	\$5.15	\$5.65	-8	Harrison Simon	35	COM 75%; PUB 20%; DM 5%	DCS; OFS	Prv	1
391	—	ChromaGraphics, Santa Rosa, CA	\$5.10	\$5.00	+2	Eric Janssen	32	COM 50%; CAT 15%; DWF 10%; PKG 10%; BKS 7%	DCS; DWF; LTR; OFS; OFD	Prv	1
392	—	AJ Images, Roselle, NJ	\$4.89	\$3.40	+43	Janet Greebel	23	COM 65%; DM 20%; PUB 10%; CAT 5%	DCS; OFS	Prv	1
393	—	Plum Grove, Hoffman Estates, IL	\$4.85	\$3.47	+39	Peter Lineal	26	DM 80%; COM 20%	N/A	Prv	2
394	—	Impressions Printing, Oklahoma City, OK	\$4.70	\$4.31	+9	Jeff Summerford	42	COM 25%; DM 20%; DWF 15%; BKS 10%; INS 10%; FIN 5%; SPEC 5% (Misc. custom); CAT 5%; PUB 5%	DCS; DWF; OFS; OFD	Prv	1
395	—	BIG INK, Eagan, MN	\$4.50	\$5.00	-10	Tom Trutna	27	DWF 100%	DWF	Prv	1
396	—	The Snowman Group, Hermon, ME	\$4.40	\$4.60	-4	Richard Armstrong	33	SPEC 40% (Business forms); S/T 25%; DM 10%; COM 5%; CAT 5%; PUB 5%	DCS; DWF; OFS	Prv	1
397	—	National Printing Converters, Brazil, IN	\$4.20	\$4.00	+5	Brian Buckley	20	SPEC 100% (Labels, tags)	DCS; FLX	Prv	1
398	—	SouthEast Mail Service, Lexington, KY	\$4.10	\$3.65	+12	Jeff Fraley	32	DM 80%; PUB 8%; COM 7%; BKS 3%; S/T 1%	N/A	Prv	1
398	—	Sekan Printing, Fort Scott, KS	\$4.10	\$4.10	—	Donald Banwart	38	COM 63%; DM 18%; SPEC 5% (Labels, tags, envelopes, folders, stationery); PKG 5%; CAT 4%; BKS 3%	DCS; DWF; OFS	Prv	1
400	—	Bayside Printing, Houston, TX	\$4.00	\$4.00	—	Rose Mary Bundscho	30	COM 40%; CAT 20%; BKS 20%; DM 15%	DCS; DWF; LTR; OFS	Prv	1

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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: Editor-in-Chief, 1500 Spring Garden St., Suite 1200, Philadelphia, PA 19130 or email pi400@napco.com

The 2019 P/ Ranking

Listed in Alphabetical Order

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

3A Press , Lajas, Puerto Rico 254	Bestforms Inc. , Camarillo, CA..... 330	D'Andrea Visual Communications , Cypress, CA..... 180	FolgerGraphics Inc. , Hayward, CA 372
4over Inc. , Glendale, CA 24	Best Press , Addison, TX 272	Darwill , Hillside, IL..... 114	Foresight Group , Lansing, MI 302
5 Day Business Forms Mfg. , Anaheim, CA 327	BIG INK , Eagan, MN..... 395	DATA Communications Management , Brampton, ON..... 27	Fort Dearborn , Elk Grove, IL 15
AAI , Gilbert, MN 386	Big Mountain Imaging , Philadelphia, PA..... 224	Data Papers , Muncy, PA..... 235	Fort Orange Press , Albany, NY..... 286
A&B Printing and Mailing , Las Vegas, NV..... 379	Big Visual Group , Antioch, TN..... 336	Data-Mail Inc. , Newington, CT 35	Fortis Solutions Group , Virginia Beach, VA..... 30
Abbott Communications Grp. , Maitland, FL..... 301	Blanks Printing and Digital Solutions , Dallas, TX 219	DATAMATX Inc. , Atlanta, GA..... 184	Forum Communications Printing , Detroit Lakes, MN..... 130
A.B. Data Ltd. , Milwaukee, WI..... 140	Blooming Color , Lombard, IL 324	DCG ONE , Seattle, WA 86	Foster Printing , Santa Ana, CA 280
ABS Graphics , Itasca, IL 141	Bolger Vision Beyond Print , Minneapolis, MN... 139	Deluxe Corp. , Shoreview, MN 8	Franklin Press , Baton Rouge, LA..... 259
A C Printing , Euless, TX 353	Bollin Label Systems , Toledo, OH 311	Delzer Lithograph , Waukesha, WI 326	Freedom Graphic Systems , Milton, WI 34
Access Direct Mail , Sarasota, FL 385	Bookmasters , Ashland, OH..... 200	Design Distributors , Deer Park, NY..... 227	Freeport Press , New Philadelphia, OH..... 107
AccuLink , Greenville, NC..... 219	Bradford & Bigelow , Newburyport, MA..... 115	DG3 Diversified Global Graphics Group , Jersey City, NJ..... 36	Friesens Corp. , Altona, MB 78
Acme Press d/b/a Calitho , Concord, CA..... 205	Bradley Graphic Solutions , Bensalem, PA..... 322	DGI Invisualse , North Billerica, MA 311	Garlich Printing , St. Louis, MO 286
Action Printing , Fond du Lac, WI 263	BRD Printing , Lansing, MI..... 382	Diamond Packaging , Rochester, NY 85	Geographics Inc. , Atlanta, GA..... 125
AJ Images , Roselle, NJ 392	Brilliant Graphics , Exton, PA 247	Digital Label Solutions , Yorba Linda, CA..... 334	Gill Studios , Lenexa, KS..... 93
Alabama Graphics , Birmingham, AL 366	Brodnax/Varidoc , Dallas, TX 252	Digital Marketing Services , Pelham, AL..... 375	Gilson Graphics , Grand Rapids, MI..... 170
Alcom Printing Group , Harleysville, PA 174	BR Printers , San Jose, CA..... 233	The Dingley Press , Lisbon, ME..... 70	Glenroy Inc. , Menomonee Falls, WI..... 68
Alexander Clark Printing , Boise, ID 368	Carbonless and Cut Sheet Forms , New Concord, OH..... 378	DirectConnectGroup , Cleveland, OH 44	GLS/NEXT Precision Marketing , Brooklyn Park, MN..... 94
Alexander's Print Advantage , Lindon, UT..... 219	Cathedral Corp. , Rome, NY..... 126	Discount Labels , New Albany, IN..... 66	The Goode Co. , Rohnert Park, CA 274
The Allen Co. , Blanchester, OH 295	Cenveo Enterprises , Stamford, CT 9	Diversified Labeling Solutions , Itasca, IL..... 82	Grafika Commercial Printing , Sinking Spring, PA..... 197
Allen Press , Lawrence, KS..... 193	CE Printed Products , Carol Stream, IL 244	DMM Inc. , Scarborough, ME 189	Graphic Dimensions , Austell, GA 277
Allen Printing , Nashville, TN 259	CFC Print Solutions , Grand Prairie, TX..... 358	Documation , Eau Claire, WI 273	Graphic Packaging Int'l , Atlanta, GA..... 2
Alliance Franchise Brands , Plymouth, MI 14	Champion Industries , Huntington, WV 99	Dolce Printing , Maywood, NJ 350	Graphic Solutions Group , Kennesaw, GA..... 300
Alliance Printing , Houston, TX..... 223	Choctaw Print Services , Durant, OK..... 305	Dome , McClellan Park, CA..... 147	Graphic Village , Cincinnati, OH..... 205
The Allied Group , Cranston, RI 172	Chromagraphics , Santa Rosa, CA..... 391	Donnelley Financial Solutions , Chicago, IL..... 10	Hagg Press , Elgin, IL 360
AlphaGraphics , Lakewood, CO 23	Cimpress , Waltham, MA..... 5	The Dot Corp. , Irvine, CA..... 154	Haig Graphic Communications , Hauppauge, NY 341
AmeriCAL Inc. , Omaha, NE..... 267	C.J. Graphics (A member of C.J. Group of Cos.) , Mississauga, ON 151	DreamWorks Graphic Communications , Glenview, IL..... 214	Hammer Packaging , W. Henrietta, NY..... 43
American Litho , Carol Stream, IL 40	CJK: Print Possibilities (The C.J. Krehbiel Co.) , Cincinnati, OH 259	Drummond Press , Jacksonville, FL..... 112	The Harty Press , New Haven, CT..... 363
AmeriPrint Corp. , Harvard, IL 338	Clark and Riggs Printing , Louisville, KY 227	DS Graphics, Inc. , Lowell, MA..... 122	Hatteras , Tinton Falls, NJ 104
Angstrom Graphics , Cleveland, OH..... 142	Classic Litho and Design , Torrance, CA..... 358	Duggal Visual Solutions , Brooklyn, NY 62	HBP Inc. , Hagerstown, MD..... 200
ANRO Inc. , West Chester, PA 118	Colonial Press International , Miami, FL 128	DUKE , Eastlake, OH 354	Hederman Brothers , Madison, MS..... 278
Apex Color , Jacksonville, FL 364	Color Ink , Sussex, WI 237	Econoprint , Verona, WI..... 327	Heeter , Canonsburg, PA..... 176
APS Marketing Group , Brooklyn, NY 160	Colorchrome Atlanta , Norcross, GA 346	E.H. Teasley & Co./Inkjet Printing International , Dallas, TX..... 376	Heritage Integrated , El Reno, OK 281
Aradius Group , Omaha, NE..... 255	Command Cos. , Secaucus, NJ 26	Elanders Americas , Davenport, IA 57	Highland Computer Forms , Hillsboro, OH..... 250
Arandell Corp. , Menomonee Falls, WI..... 51	Communicorp Inc. , Columbus, GA..... 153	Empire Screen Printing , Onalaska, WI 178	HighRoad Press , Moonachie, NJ 290
ArborOakland Group , Royal Oak, MI 311	Compu-Mail , Grand Island, NY..... 145	Ennis Inc. , Midlothian, TX..... 17	Holland Litho Printing Service , Zeeland, MI... 270
ASAP Printing , Salt Lake City, UT 321	Consolidated Label , Sanford, FL..... 58	Envelope Mart U.S.A. , Northwood, OH 184	Hopkins Printing , Columbus, OH..... 234
Aspen Press and Packaging , Salt Lake City, UT 213	Consolidated Press , Seattle, WA..... 241	Envision3 , Bloomingdale, IL..... 264	H.S. Crocker Co. , Huntley, IL 104
ATL , Menomonee Falls, WI..... 383	Continental Web Press , Itasca, IL 143	EP Graphics , Berne, IN..... 167	Hudson Printing , Salt Lake City, UT..... 152
AWT Labels and Pkg. , Minneapolis, MN 73	Core Publishing Solutions , Eagan, MN..... 80	ER2 Image Group , Hanover Park, IL 330	Huston Patterson , Decatur, IL..... 160
Badger Tag & Label , Random Lake, WI..... 365	CP Direct , Lanham, MD..... 158	Excelsus Solutions , Rochester, NY 389	iColor Printing & Mailing , Los Angeles, CA..... 203
Baesman Group , Hilliard, OH..... 136	Craftline Graphics , Fort Wayne, IN 171	FASTSIGNS International , Carrollton, TX..... 11	ICS Corp. , West Deptford, NJ..... 63
Barton & Cooney , Burlington, NJ 289	Crossmark Graphics , New Berlin, WI..... 189	Fineline Printing Group , Indianapolis, IN..... 267	I.D. Images , Brunswick, OH 92
Bayard Printing Group , Williamsport, PA..... 248	Cushing , Chicago, IL 349	Fisher Group , Cedar Rapids, IA..... 227	ID Label , Lake Villa, IL 215
Bayside Printing , Houston, TX..... 400	Custom Printing , Oxnard, CA..... 355	Flower City Printing , Rochester, NY 70	Ignite Graphics , Elmhurst, IL 355
BCSI , Burnsville, MN..... 337			Image Options , Foothill Ranch, CA 120
BCT , Fort Lauderdale, FL..... 90			
BELMARK Inc. , DePere, WI 20			
Bennett Graphics , Tucker, GA..... 239			

IMAGINE , Minneapolis, MN	12	Merlin Printing , Amityville, NY	325	Print NW , Tacoma, WA	218	Streamworks , Blaine, MN	219
Impact , Minneapolis, MN	194	Merrick Printing , Louisville, KY	345	Prisma Graphic , Phoenix, AZ	124	Stylecraft Printing , Canton, MI	348
Imperial Communications , New Berlin, WI.....	238	Metropolitan Fine Printers , Vancouver, BC.....	174	Prodigital Printing , Edison, NJ	361	Summit Direct Mail , Dallas, TX	138
Impressions Printing , Oklahoma City, OK.....	394	METZGERS , Toledo, OH	256	Pro Document Solutions , Paso Robles, CA.....	292	Supreme Graphics , Arcadia, WI.....	350
IMS Inc. , Liverpool, NY	59	The Meyers Printing Cos. , Minneapolis, MN....	83	Professional Printers , W. Columbia, SC	211	Suttle-Straus Inc. , Waunakee, WI.....	129
Indexx Inc. , Greenville, SC	318	Midstates Inc. Print & Media Solutions ,		Professional Printing Center , Chesapeake, VA..	369	Tapecon Inc. , Buffalo, NY.....	195
Intech Printing & Direct Mail , Naples, FL.....	370	Aberdeen, SD	155	ProList Inc. , Frederick, MD	340	Taylor Corp. , N. Mankato, MN.....	6
Ironmark , Annapolis Junction, MD.....	169	Midway Press , Dallas, TX	187	Pro Print , Duluth, MN	381	Team Concept Printing & Thermography ,	
IWCO Direct , Chanhassen, MN	13	Miller Zell , Atlanta, GA.....	25	Publication Printers , Denver, CO.....	45	Carol Stream, IL.....	231
J&M Printing (ND) , Gwinner, ND	323	Milpak Graphics , King, NC	344	Puritan Press , Hollis, NH.....	308	Techprint Inc. , Lawrence, MA.....	240
Japs-Olson Co. , St. Louis Park, MN.....	33	Mimeo , Memphis, TN	46	Push Solutions , New Berlin, WI	342	Think Patented , Miamisburg, OH.....	216
The John Roberts Co. , Minneapolis, MN.....	107	Minuteman Press Int'l , Farmingdale, NY	16	Quad , Sussex, WI.....	3	Thomas Printworks , Richardson, TX.....	78
JohnsByrne Co. , Niles, IL.....	61	Mittera Group , Des Moines, IA.....	29	Quantum Group , Morton Grove, IL.....	107	Thompson Print & Mailing Solutions ,	
Johnson & Quin , Niles, IL	184	Modern Litho , Jefferson City, MO	126	Quick Tab II , Tiffin, OH	329	San Antonio, TX	315
Journal Graphics , Portland, OR.....	110	Mod-Pac Corp. , Buffalo, NY.....	95	Rand Graphics , Wichita, KS.....	156	Thysse , Oregon, WI	309
JP Graphics , Santa Clara, CA.....	371	Mosaic , Cheverly, MD.....	121	Rees Associates , Des Moines, IA	388	Tidewater Direct , Centerville, MD	137
J.S. McCarthy Printers , Augusta, ME.....	132	Mossberg & Co. , South Bend, IN	192	Repacorp Label Products , Tipp City, OH.....	117	TI Group , Toronto, ON,	141
Jurist Influence Group , Long Island City, NY.....	304	MPI Label Systems , Sebring, OH	39	Ripon Printers , Ripon, WI.....	111	TLF Graphics , Rochester, NY	204
K1 Packaging Group , City of Industry, CA	113	MSP , Freedom, PA.....	65	Robin Enterprises , Westerville, OH.....	196	Today's Graphics , Philadelphia, PA	295
Kappa Graphics , Pittston, PA.....	188	Mt. Royal Printing , Baltimore, MD.....	306	Roe Marketing Group/DBA Berry		Toof - American Digital Printing ,	
K-B Offset Printing , State College, PA.....	387	National Graphics , N. Branford, CT	100	and Homer, Chester, PA.....	311	Memphis, TN	274
KDM Enterprises , Carpentersville, IL.....	116	National Printing Converters , Brazil, IN.....	397	Royal , Brooklyn Park, MN.....	316	Total Printing Systems , Newton, IL.....	367
King Printing , Lowell, MA	148	New Jersey Business Forms/InfoSeal/		RR Donnelley , Chicago, IL.....	1	TPSI , Tulsa, OK.....	380
Kirkwood , Wilmington, MA	81	Hampshire Label, Englewood, NJ.....	123	S2K Graphics , Chatsworth, CA	317	Transcontinental Inc. , Montreal, QC	7
KM Media Group , Clifton, NJ	225	New London Communications , Alpharetta, GA..	374	Salem One , Winston-Salem, NC.....	173	Trend Offset Printing , Los Alamitos, CA	18
Knepper Press , Clinton, PA.....	131	N.E.W. Printing , Appleton, WI	357	Sandy Alexander , Clifton, NJ	41	Tri-State Envelope , Ashland, PA.....	75
KP LLC , San Leandro, CA	90	Next Day Four Color , Houston, TX	299	Screen Graphics , Pompano Beach, FL.....	330	Trumbull Printing , Trumbull, CT	286
Kubin-Nicholson Corp. , Milwaukee, WI	274	Neyenesch Printers , San Diego, CA	232	SeaChange Print Innovations ,		Turso Cos. , St. Paul, MN.....	209
L+L Printers , Carlsbad, CA	285	NGS Printing , Elgin, IL.....	309	Minneapolis, MN	210	UMC Print , Overland Park, KS	271
The Label Printers , Aurora, IL.....	189	Nieman Printing , Dallas, TX.....	168	Seaway Printing , Green Bay, WI.....	303	United Mail , Louisville, KY.....	182
Labels West , Woodinville, WA	284	Nosco , Gurnee, IL	47	Sekan Printing , Fort Scott, KS	398	Universal Wilde , Westwood, MA.....	60
Lane Press , South Burlington, VT	106	Olympus Group , Milwaukee, WI.....	159	SG360°, a Segerdahl Co. , Wheeling, IL.....	19	V.G. Reed & Sons , Louisville, KY	199
Lawton Connect , Orlando, FL.....	335	OMNI Systems , Richmond Heights, OH.....	76	Shapco Printing , Golden Valley, MN	176	Viridiam , Green Bay, WI.....	266
Layton Printing and Mailing , La Verne, CA.....	403	O'Neil Printing , Phoenix, AZ.....	243	Sharpe Co. , Winston-Salem, NC	279	Vision Integrated Graphics Group ,	
LCP , Waukegan, IL	133	OneTouchPoint Inc. , Hartland, WI	38	Showdown Displays , Brooklyn Center, MN.....	50	Bolingbrook, IL	48
Lewisburg Printing , Lewisburg, TN.....	69	Orora Visual , Mesquite, TX.....	28	Shweiki Media Printing , San Antonio, TX	330	Visions Inc. , Brooklyn Park, MN.....	252
Liberty Creative Solutions , Tinley Park, IL.....	294	Outlook Group , Neenah, WI	74	Simon Printing , Houston, TX.....	390	Visual Marking Systems , Twinsburg, OH.....	258
Lithocraft Co. , Anaheim, CA.....	282	OverflowWorks.com , Murrieta, CA.....	227	Sir Speedy Print Signs Marketing ,		Vivid Impact , Louisville, KY	211
Lithographix Inc. , Hawthorne, CA	53	The P.A. Hutchison Co. , Mayfield, PA.....	181	Mission Viejo, CA.....	21	Vomela Specialty , St. Paul, MN	22
Litho Press , Indianapolis, IN.....	198	PCI Group , Fort Mill, SC.....	103	Slate Group , Lubbock, TX	245	Vox Printing , Oklahoma City, OK.....	293
Lithotone Inc. , Elkhart, IN	377	PDCgraphics , Southampton, PA	347	Smith Edwards Dunlap , Philadelphia, PA.....	165	Walker360 , Montgomery, AL.....	295
L.K. Litho , Middle Island, NY.....	56	PDF Print Communications , Signal Hill, CA.....	225	Smyth Cos. , St. Paul, MN	37	Wallace Carlson Printing , Minnetonka, MN.....	319
LSC Communications , Chicago, IL.....	4	Peczuh Printing , Price, UT.....	157	The Snowman Group , Hermon, ME.....	396	Wallace Graphics , Duluth, GA	249
Luminer Converting Group , Lakewood, NJ	282	Phase 3 Marketing and Communications ,		Solisco Printing , Scott, QC	88	Walsworth , Marceline, MO	31
M13 Graphics , Schaumburg, IL	362	Atlanta, GA	146	Source One Digital , Norton Shores, MI.....	320	Ward/Kraft Inc. , Fort Scott, KS	98
Maggio Data Forms , Hauppauge, NY	236	Phoenix Data , Montgomery, PA	373	SouthEast Mail Service , Lexington, KY	398	Watkins Lithographic , North Kansas City, MO...259	
Magna IV , Little Rock, AR	295	The Phoenix Group , Philadelphia, PA	42	Southeastern , Stuart, FL.....	150	Weldon, Williams & Lick , Ft. Smith, AR	134
The Maple Press Co. , York, PA	148	Pictura , Golden Valley, MN	343	Southwest Offset Printing , Gardena, CA	96	Westamerica Communications ,	
MAR , Valmeyer, IL.....	251	PIP Marketing, Signs, Print , Mission Viejo, CA ..	66	Specialty Print Communications , Niles, IL.....	55	Lake Forest, CA	166
Marina Graphic Center , Hawthorne, CA.....	265	Plum Grove , Hoffman Estates, IL	393	Spectra Print , Stevens Point, WI	200	Western States Envelope & Label ,	
Marketing Kitchen , Markham, ON	383	Postal Center International , Weston, FL.....	64	Spectrum Marketing , Manchester, NH.....	89	Butler, WI	52
Marquis Book Printing , Montreal, QC.....	49	PostcardMania , Clearwater, FL	97	SpeedPro Imaging , Centennial, CO	76	Wilen Direct , Deerfield Beach, FL	54
Master Graphics , Rochelle, IL	160	Precision Color Graphics , Franklin, WI	257	Square One , Mount Laurel, NJ.....	267	Worth Higgins & Associates , Richmond, VA....	144
McClung Cos. , Waynesboro, VA	350	Premier Press , Portland, OR	160	St. Joseph Communications , Toronto, ON.....	32	Worzalla Inc. , Stevens Point, WI	87
McNaughton & Gunn , Saline, MI.....	179	Premier Print Group , Champaign, IL	291	Sterling Digital Print , Hauppauge, NY	164	The YGS Group , York, PA.....	119
Mele Printing , Covington, LA	246	Premier Printing and Mailing , Stratford, CT....	208	Stolze Printing , Bridgeton, MO	183	Yunker Industries , Elkhorn, WI	242
Mel Printing , Taylor, MI	307	Primary Color , Cypress, CA.....	84	Stouse LLC , New Century, KS.....	101	Zenger Group , Tonawanda, NY	207
Mercury Print Productions , Rochester, NY	102	PrintComm , Flint, MI	339	Strategic Factory , Owings Mills, MD	217	Zoo Printing , Valencia, CA	7

Top 5 Market Segment Leaders

Sales figures shown below are based on printers' self-reported total and market segment breakdowns. For this year's ranking, LSC Communications did not provide market segment sales percentages based on our specific product categories (such as for publication printing), however, we did use LSC's book manufacturing segment sales percentage, which it had reported previously in an investor presentation.

We also lack segment sales information for North Mankato, Minn.-based Taylor Corp., which might have qualified for the Top 5 breakouts.

TOP 5 BOOK PRINTERS*

Rank	Company	Segment Sales (Millions)	Total Sales (Millions)
1	LSC Communications Chicago	\$1,033.02	\$3,826.00
2	Quad Sussex, Wis.	\$251.64	\$4,194.00
3	Command Cos. Secaucus, N.J.	\$132.60	\$255.00
4	Transcontinental Inc. Montreal	\$122.43	\$2,040.52
5	Walsworth Marceline, Mo.	\$98.59	\$179.25

* On Oct. 29, 2019, Quad announced plans to divest its book manufacturing platform in the U.S. As of presstime, a buyer had not been named. In addition, Brainerd, Minn.-based book specialist CJK Group does not divulge its sales.

TOP 5 DIRECT MAIL PRINTERS

Rank	Company	Segment Sales (Millions)	Total Sales (Millions)
1	RR Donnelley Chicago	\$584.80	\$6,800.00
2	IWCO Direct Chanhassen, Minn.	\$465.00	\$465.00
3	Quad Sussex, Wis.	\$419.40	\$4,194.00
4	SG360°, a Segerdahl Co. Wheeling, Ill.	\$265.20	\$312.00
5	Japs-Olson Co. St. Louis Park, Minn.	\$164.92	\$173.60

TOP 5 CATALOG PRINTERS

Rank	Company	Segment Sales (Millions)	Total Sales (Millions)
1	Quad Sussex, Wis.	\$629.10	\$4,194.00
2	Arandell Corp. Menomonee Falls, Wis.	\$101.97	\$103.00
3	The Dingley Press Lisbon, Maine	\$74.00	\$74.00
4	Trend Offset Printing Los Alamitos, Calif.	\$37.50	\$375.00
5	Continental Web Press Itasca, Ill.	\$29.67	\$34.90

TOP 5 PUBLICATION PRINTERS*

Rank	Company	Segment Sales (Millions)	Total Sales (Millions)
1	Quad Sussex, Wis.	\$587.16	\$4,194.00
2	Transcontinental Inc. Montreal	\$204.05	\$2,040.52
3	Trend Offset Printing Los Alamitos, Calif.	\$131.25	\$375.00
4	Publication Printers Denver	\$64.35	\$117.00
5	Walsworth Marceline, Mo.	\$62.74	\$179.25

* Chicago-based LSC Communications does not break out its publication printing segment sales separately, so does not appear in this Top 5 ranking.

WHO WE ARE

Printing Impressions

For 61 years, *Printing Impressions* has provided authoritative coverage and analysis on industry trends, emerging technologies and graphic arts industry news, with a focus on the commercial printing segment. We connect with our audience via a monthly publication, a daily e-newsletter, videos, webinars, the Inkjet Summit event and “Show Daily” publications for key trade exhibitions.

NAPCOMEDIA

NAPCO Media, *Printing Impressions*' parent company, is a leading B-to-B media company specializing in creating community through content via integrated media programs, video services, marketing services, events and event management, custom content, eLearning and market research. NAPCO Media has rapidly expanded its portfolio to include NAPCO Video Services, NAPCO Events, NAPCO Marketing Services and NAPCO Research.