

# Printing Impressions

**2020  
Printing Impressions**

**350**

## **The COVID-19 Edition**

For many years it was the Printing Impressions 500. Then it became the 400. Due to the pandemic, our 37th annual ranking of the largest printers in the U.S. and Canada is now the Printing Impressions 350.

# Presenting the 2020 Printing Impressions 350



**T**he 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 350* rankings was self-reported by publicly-held, privately-held, and employee-owned firms, and we instructed companies to not provide projected/estimated sales figures for fiscal years still in progress. As a result, printers shown on this list were most often reporting 2019 calendar year revenues as their most recent annual sales figures.

Despite our repeated attempts, various privately-held companies would not divulge their annual revenue figures, so they are not on our list. However, we did include Taylor Corp. and the CJK Group — due to their industry size and importance — using estimated sales information based on Dun & Bradstreet (D&B) reports.

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 might not appear on some of our Top 5 market segment leaders charts).

Individual printing companies that are part of larger graphic arts conglomerates 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 2020 Rankings?

If your company should have appeared on the 2020 *Printing Impressions 350* but did not, let us know for next year's list. Write to: *Printing Impressions*, Attn: Editor-in-Chief, 1500 Spring Garden St., Ste. 1200, Philadelphia, PA 19130, or email [pi350@napco.com](mailto:pi350@napco.com), and we'll add your firm to our database to be contacted for inclusion on next year's list.

— THE EDITORS

# Printing Impressions

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'20	'19	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
1	1	RR Donnelley, Chicago, IL	\$5,500.00	\$5,700.00	-3	Dan Knotts	35,000	SPEC 44% (Digital print and creative services, labels, supply chain mgmt., forms, BPO); COM 28%; PKG 9%; DM 8%; S/T 8%	DCW; DCS; DWF; FLX; LTR; OFS; OFD; SCR	Pub	124
2	3	Quad, Sussex, WI	\$3,923.00	\$3,986.00	-2	Joel Quadracci	19,600	SPEC 32%; INS 19%; CAT 16%; PUB 14%; DM 12%; PKG 7%	DCW; DCS; DWF; GRV; OFS; OFW	Pub	56
3	4	LSC Communications, Warrenville, IL Parent: Atlas Holdings	\$2,845.00	\$3,668.00	-22	Thomas J. Quinlan III	14,000+	N/A	DCW; DCS; OFS; OFW; OFD	Prv	50+
4	—	Taylor Corp., N. Mankato, MN	\$2,500.00(E)	—	—	Glen Taylor	12,000	N/A	N/A	Prv	N/A
5	5	Cimpres, Waltham, MA	\$2,481.00	\$2,751.00	-9	Robert Keane	13,000	SPEC 100% (Mass-customized products)	DCW; DCS; DWF; OFS; OFD; SCR	Pub	14
6	7	Transcontinental Inc., Montreal, QC	\$2,285.80	\$2,040.52	12	Francois Olivier	8,500	PKG 53%; INS 17%; SPEC 13% (Premedia, distribution, TC Media); NEWS 5%; COM 4%; PUB 3%; BKS 3%; DWF 2%	DCW; DCS; DWF; FLX; OFS; OFW	Pub	40
7	9	Cenveo Enterprises, Stamford, CT	\$1,000.00	\$1,200.00	-16	Robert G. Burton Jr.	5,000	SPEC 48% (Labels, envelopes); DM 34%; PUB 11%; COM 5%; DWF 2%	DCW; DCS; DWF; FLX; OFS; OFW	Prv	25
8	10	Donnelley Financial Solutions, Chicago, IL	\$874.70	\$963.00	-9	Daniel Lieb	2,900	FIN 100%	N/A	Pub	N/A
9	—	CJK Group, Brainerd, MN	\$664.00(E)	—	—	Chris Kurtzman	893	N/A	N/A	Prv	N/A
10	10	Mondi North America, Jackson, MO	\$650.00	\$685.00	-5	Joe Moynihan	1,700	PKG 100%	FLX; GRV	Pub	13
11	11	FASTSIGNS International, Carrollton, TX	\$545.00	\$502.73	8	Catherine Monson	N/A	DWF 95%; SPEC 5%	DCW; DCS; DWF; FLX; GRV; LTR; OFS; OFW; OFD; SCR	Prv	750+
12	15	Fort Dearborn, Elk Grove, IL	\$525.00	\$460.00	14	Kevin Kwilinski	1,780	PKG 100%	DCW; DCS; DWF; FLX; GRV; OFS; OFW; SCR	Prv	20
13	13	IWCO Direct, Chanhassen, MN Parent: ModusLink Global Solutions	\$464.00	\$465.00	—	John Ashe	2,200	DM 100%	DCW; DCS; FLX; OFS; OFW	Pub	7
14	16	Minuteman Press Int'l, Farmingdale, NY	\$463.00	\$450.00	2	Robert Titus	N/A	COM 34%; DWF 20%; S/T 12%; SPEC 7%; GAR 7%; DM 6%; CAT 5%; INS 5%; FIN 3%; BKS 1%	DCS; DWF; OFS; OFD	Prv	963
15	14	Alliance Franchise Brands, Plymouth, MI	\$448.00	\$462.00	-3	Michael Marcantonio	N/A	COM 38%; DM 20%; SPEC 20% (Brokered); CAT 5%; DWF 5%; BKS 5%; INS 3%; S/T 2%; PUB 2%	DCS; DWF; OFS; OFD	Prv	651
16	17	Ennis Inc., Midlothian, TX	\$438.41	\$400.80	9	Keith Walters	2,500	SPEC 48% (Forms, labels, tags, envelopes); COM 20%; DM 12%; FIN 10%; S/T 6%; PKG 2%; CAT 1%; DWF 1%	DCW; DCS; DWF; FLX; OFS; OFW; SCR	Pub	54
17	12	IMAGINE, Minneapolis, MN Parent: Oak Hill Capital	\$419.00	\$471.00	-11	Craig Reese	1,200	SPEC 70% (Large-format/POP); FIN 10%; COM 10%; DM 5%; PKG 5%	DCW; DCS; DWF; FLX; LTR; OFS; OFD; SCR	Prv	4
18	18	Trend Offset Printing Services, Los Alamitos, CA	\$375.00	\$375.00	—	Anthony J. Lienau	1,400	INS 55%; PUB 35%; CAT 10%	DCW; DCS; OFW; OFD	Prv	8
18	20	Belmark inc, DePere, WI	\$375.00	\$305.45	22	Karl Schmidt	924	PKG 100%	DCW; FLX; OFS; OFW	Prv	6
20	22	Vomela Specialty, St. Paul, MN	\$324.00	\$285.80	13	Mark Auth	1,300	SPEC 45% (Screen printing, small-format digital, dye-sublimation); DWF 40%; COM 8%; DM 5%; PKG 2%	DCS; DWF; OFS; OFD; SCR	Prv	21
21	21	Franchise Services Inc. (Sir Speedy & PIP), Mission Viejo, CA	\$308.00	\$346.00	-10	Richard Lowe	N/A	SPEC 40% (Signs and other marketing services); DM 30%; COM 15%; PUB 10%; BKS 5%	DCS; DWF; OFS; OFD	Prv	275
22	23	AlphaGraphics, Lakewood, CO Parent: MBE Worldwide	\$307.60	\$310.00	—	Ryan Farris	N/A	COM 75%; DWF 15%; DM 10%	DCS; DWF; OFS; SCR	Prv	273
23	19	SG360°, a Segerdahl Co., Wheeling, IL Parent: ICV Partners	\$300.00	\$312.00	-3	John Wallace	830	DM 85%; COM 15%	DCW; DCS; LTR; OFS; OFW; OFD	Prv	6
24	24	4over Inc., Glendale, CA	\$286.20	\$270.00	6	Simon Beltran	1,500	SPEC 100% (Trade printing)	DCS; DWF; OFS; OFD	Prv	10
25	26	Command Cos., Secaucus, NJ	\$265.00	\$255.00	3	Steven Merson	850	BKS 52%; PKG 15%; COM 14%; FIN 10%; S/T 8%; CAT 1%	DCW; DCS; FLX; OFS; OFW	Prv	6
26	29	Mittera Group, Des Moines, IA	\$253.50	\$223.40	13	Jon Troen	1,200	DM 30%; INS 15%; PKG 10%; COM 10%; SPEC 10% (Custom technology solutions, data, analytics, content creation); CAT 5%; PUB 5%; DWF 5%; FIN 5%; S/T 5%	DCW; DCS; DWF; OFS; OFW; OFD	Prv	10
27	25	Miller Zell, Atlanta, GA	\$229.00	\$267.00	-14	Chip Miller	300	SPEC 34% (P.O.P.); DWF 31%; COM 22%; INS 13%	DWF; SCR	Prv	2
28	27	DATA Communications Management, Brampton, ON	\$216.20	\$248.30	-12	Gregory Cochrane	1,200	COM 42%; SPEC 35% (Labels, wide-format, resales, warehousing, logistics); DM 20%; PKG 2%	DCW; DCS; DWF; FLX; OFS; OFD; SCR	Pub	11
29	48	Vision Integrated Graphics Group (DBA Vision), Bolingbrook, IL Parent: H.I.G. Capital	\$209.00	\$107.00	95	Brad Moore	350	DM 65%; SPEC 20% (large-format); COM 15%	DCW; DCS; DWF; OFS; OFD; SCR	Prv	3
30	30	Fortis Solutions Group, Virginia Beach, VA	\$188.00	\$186.00	1	John Wynne	750	PKG 100%	N/A	Prv	13
31	31	Walsworth, Marceline, MO	\$187.75	\$179.25	4	Don O. Walsworth	1,350	BKS 50%; PUB 30%; CAT 20%	DCS; OFS; OFW	Prv	5
32	33	Japs-Olson Co., St. Louis Park, MN	\$185.10	\$173.60	6	Michael W. Beddor	720	DM 95%; CAT 3%; COM 2%	DCW; DCS; OFS; OFW; OFD	Prv	1
33	35	Data-Mail Inc., Newington, CT	\$160.00	\$160.00	—	Bruce Mandell	1,050	DM 100%	DCW; DCS; OFS; OFW; OFD	Prv	2
34	37	Smyth Companies, St. Paul, MN	\$143.00	\$141.00	1	Scott Fisher	550	PKG 98%; COM 2%	DCW; DCS; FLX; GRV; OFS	Prv	9
35	50	Showdown Displays, Brooklyn Center, MN	\$142.40	\$104.00	36	Kevin Walsh	650	DWF 100%	DWF	Prv	3
36	36	DG3 Diversified Global Graphics Group, Jersey City, NJ Parent: Resilience Capital Partners	\$140.00	\$143.00	-2	Steven Babat	700	FIN 45%; COM 35%; DM 10%; SPEC 5% (Digital marketing); INS 5%	DCW; DCS; OFS; OFW; OFD	Prv	5

**LEGEND:** N/A – Not Available E – Estimated 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



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'20	'19	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
37	41	Sandy Alexander, Inc., Clifton, NJ	\$139.70	\$125.80	11	Michael Graff	445	COM 39%; DM 23%; DWF 16%; CAT 8%; FIN 5%; INS 5%; SPEC 4% (Premedia)	DCW; DCS; DWF; OFS; OFW; OFD	Prv	5
38	38	OneTouchPoint Inc., Hartland, WI Parent: ICV Partners	\$138.60	\$138.70	—	David Holland	650	COM 45%; 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	6
39	32	St. Joseph Communications, Toronto, ON	\$130.00	\$177.00	-26	Tony Gagliano	850	COM 25%; INS 20%; PUB 20%; DM 10%; S/T 10%; SPEC 5%; FIN 5%; CAT 5%	OFS; OFW	Prv	2
40	40	American Litho, Carol Stream, IL	\$129.00	\$128.42	—	Michael Fontana, Chris Joyaux	350	DM 50%; CAT 20%; INS 15%; PKG 10%; SPEC 3%; DWF 2%	DCW; DCS; DWF; OFS; OFW; OFD	Prv	1
41	42	The Phoenix Group, Philadelphia, PA	\$128.50	\$126.00	1	Barry Green	350	COM 44%; DM 20%; PKG 15%; FIN 10%; CAT 9%; BKS 2%	DCW; DCS; DWF; OFS; OFW	Prv	4
42	39	MPI Label Systems, Sebring, OH	\$126.00	\$134.00	-5	Randy L. Kocher	560	PKG 86%; SPEC 10% (Label application equipment, RFID); IND 2%; DM 2%	DCW; DCS; DWF; FLX; SCR	Prv	11
43	64	Postal Center International, Weston, FL	\$125.00	\$105.00	19	Ismael Diaz	250	BKS 25%; DM 20%; CAT 15%; S/T 10%; COM 10%; INS 5%; FIN 5%; PKG 5%; PUB 5%	DCW; DCS; DWF; LTR; OFS; OFW; OFD; SCR	Prv	1
44	34	Freedom Graphic Systems, Milton, WI	\$122.00	\$163.50	-25	Martin Liebert	585	DM 96%; COM 3%; S/T 1%	DCW; DCS; OFW; OFD	Prv	5
45	43	Hammer Packaging, W. Henrietta, NY	\$111.00	\$122.63	-9	James E. Hammer	500	PKG 100%	DCW; FLX; OFS; OFW; SCR	Prv	2
46	49	Marquis Book Printing, Montreal, QC	\$105.10	\$105.00	—	Serge Loubier	550	BKS 87%; FIN 7%; CAT 3%; SPEC 2%; PUB 1%	DCW; DCS; OFS; OFW	Prv	3
47	52	Western States Envelope & Label, Butler, WI	\$103.26	\$102.00	1	Steve Bayerlein	579	COM 90%; SPEC 10% (Labels and tags)	N/A	Prv	5
48	54	Wilen Direct, Deerfield Beach, FL	\$100.10	\$99.60	—	Kevin Wilen	381	DM 100%	DCW; DCS; OFW; OFD	Prv	2
49	53	Lithographix Inc., Hawthorne, CA	\$100.00	\$100.00	—	Herb Zebrack	265	SPEC 40% (OOH, dye-sublimation); COM 20%; CAT 10%; DM 10%; INS 10%; PKG 10%	DCS; DWF; OFS; OFW	Prv	1
50	55	Specialty Print Communications, Niles, IL	\$96.56	\$99.32	-2	Adam M. LeFebvre	430	DM 85%; COM 15%	DCW; DCS; DWF; OFS; OFW; OFD	Prv	4
51	62	Duggal Visual Solutions, Brooklyn, NY	\$93.80	\$82.40	13	Michael Duggal	391	SPEC 44% (Custom displays, retouching, multimedia, and photographic work); DWF 42%; COM 10%; CAT 2%; BKS 2%	DCS; DWF	Prv	9
52	57	Elanders Americas, Davenport, IA	\$93.58	\$94.99	—	Sven Linke	200	BKS 45%; SPEC 40% (Subscription and e-commerce services); COM 15%	DCW; DCS; DWF; OFS; OFW	Pub	2
53	59	IMS Inc., Liverpool, NY	\$91.92	\$86.15	6	W. Lee Vanderpool Jr., John D. Mashia Jr.	250	S/T 90%; DM 10%	DCW; DCS	Prv	5
54	122	DS Graphics/Universal Wilde, Lowell, MA	\$91.85	\$41.84	119	Jeffrey Pallis	375	COM 20%; DM 20%; SPEC 15% (Mailing and fulfillment); CAT 15%; BKS 10%; S/T 10%; FIN 5%; PUB 5%	DCW; DCS; DWF; OFS; OFW	Prv	3
55	51	Arandell Corp., Menomonee Falls, WI Parent: Saothair Capital Partners	\$90.00	\$110.00	-18	Bradley Hoffman	700	CAT 98%; PUB 1%; DM 1%	OFW	Prv	1
56	77	SpeedPro, Centennial, CO	\$89.00	\$81.50	9	Larry Oberly	N/A	DWF 100%	N/A	Prv	130
57	69	Lewisburg Printing, Lewisburg, TN	\$84.00	\$75.00	12	Thomas Hale Hawkins IV	270	PKG 75%; COM 10%; DWF 10%; SPEC 5%	DCW; DCS; DWF; FLX; OFS; OFD; SCR	Prv	7
58	76	OMNI Systems Inc., Mayfield Village, OH	\$82.00	\$68.00	20	Adam DeFrancesco	190	PKG 100%	DCW; FLX	Prv	1
59	65	MSP, Freedom, PA	\$81.00	\$79.00	2	Richard Bushee	750	DM 100%	DCW; DCS; DWF; OFW	Prv	2
60	66	Discount Labels, New Albany, IN	\$76.00	\$78.00	-2	John Becker	550	SPEC 100% (Labels and tags, promotional products)	N/A	Prv	1
61	71	The Dingley Press, Lisbon, ME	\$75.00	\$74.00	1	Eric Lane	350	CAT 100%	OFW	Prv	1
62	70	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
63	87	Worzalla Inc., Stevens Point, WI	\$73.00	\$63.00	15	Jim Fetherston	325	BKS 100%	OFS; OFW	Emp	1
64	73	AWT Labels and Packaging, Minneapolis, MN	\$72.13	\$70.19	2	Jim Lundquist	290	SPEC 100% (Labels and flexible packaging)	DCW; FLX	Prv	3
65	92	I.D. Images, Brunswick, OH	\$72.00	\$60.50	19	Brian Gale	275	PKG 100%	DCW; DCS; FLX; OFS; OFW	Prv	9
66	79	Friesens Corp., Altona, MB	\$70.50	\$66.80	5	Chad Friesen	580	BKS 89%; SPEC 7% (Self-publishing); PKG 4%	DCW; FLX; OFS; OFW	Emp	3
67	75	Tri-State Envelope, Ashland, PA	\$70.45	\$69.75	1	John Swensen	470	DM 60%; FIN 20%; COM 20%	FLX; LTR; OFS	Emp	3
68	80	Core Publishing Solutions, Eagan, MN Parent: Thomson Reuters	\$67.40	\$66.30	1	Todd Roth	400	BKS 100%	DCW; DCS; OFS; OFW	Pub	1

**LEGEND:** N/A – Not Available E – Estimated **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

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69	86	DCG ONE, Seattle, WA	\$67.24	\$63.65	5	Brad Clarke	327	DM 40%; COM 35%; DWF 6%; PKG 5%; CAT 5%; S/T 5%;	DCS; DWF; LTR; OFS; OFW	Prv	3
70	81	Kirkwood, Wilmington, MA	\$66.00	\$66.00	—	Bob Coppinger	225	COM 40%; DM 20%; CAT 15%; PUB 5%; DWF 5%; BKS 5%; FIN 5%; S/T 5%	DCW; DCS; DWF; OFS	Prv	1
70	—	Royle Printing, Sun Prairie, WI	\$66.00	\$60.00	10	Chris Carpenter	285	CAT 50%; PUB 45%; DM 5%	OFS; OFW	Prv	2
72	82	Diversified Labeling Solutions, Itasca, IL	\$64.43	\$65.53	-2	Jim Kersten	200	SPEC 100% (Labels and tags)	DCW; FLX	Pub	4
73	84	Primary Color, Cypress, CA	\$63.60	\$64.70	—	Dan Hirt	310	DWF 40%; COM 20%; DM 15%; SPEC 10% (Fabrication, installations); PKG 10%; CAT 5%	DCS; DWF; OFS	Prv	2
74	78	Thomas Printworks, Richardson, TX	\$62.70	\$66.50	-5	Bryan Thomas	496	COM 32%; DWF 22%; S/T 20%; DM 15%; INS 5%; CAT 5%	DCS; DWF; OFS; OFD	Prv	25
75	74	Outlook Group, Neenah, WI	\$62.00	\$70.00	-11	Kevin Hayes	300	PKG 52%; SPEC 48% (Labels and tags)	DCW; FLX; GRV; OFS	Prv	2
75	114	Darwill, Hillside, IL	\$62.00	\$46.00	34	Troy VanDyke, Brandon VanDyke	200	DM 75%; S/T 12%; COM 10%; BKS 3%	DCW; DCS; OFS; OFD	Prv	2
77	85	Diamond Packaging, Rochester, NY	\$61.00	\$63.91	-4	Karia Fichter	240	PKG 100%	FLX; OFS	Prv	2
78	101	Stouse LLC, New Century, KS	\$60.65	\$54.30	11	Clay Davis	430	SPEC 100% (Decals, magnets, roll labels, signs, plastic products, and folding cartons)	DCW; DCS; DWF; FLX; SCR	Prv	2
79	97	PostcardMania, Clearwater, FL	\$60.54	\$57.96	4	Joy Gendusa	282	DM 100%	DCS; OFS	Prv	2
80	91	BCT, Fort Lauderdale, FL	\$60.06	\$61.00	-2	Bruce Mars	700	COM 100%	DCS; DWF; LTR; OFS; OFD	Prv	32
81	95	Mod-Pac Corp., Buffalo, NY	\$60.00	\$58.60	2	Daniel Keane	325	PKG 100%	OFS	Prv	1
82	109	The John Roberts Co., Minneapolis, MN	\$58.80	\$46.20	27	Marnie Janezich	270	COM 40%; DM 30%; INS 20%; CAT 10%	DCS; DWF; OFS; OFW	Prv	2
83	90	KP LLC, San Leandro, CA	\$57.50	\$61.00	-5	Brett Olszewski	320	DM 30%; S/T 21%; SPEC 20% (e-commerce services, document automation, omni-channel, fulfillment, labels, data security); COM 15%; FIN 9%; PKG 3%; BKS 2%	DCW; DCS; DWF; FLX; OFS; OFW; OFD	Prv	7
84	103	PCI Group, Fort Mill, SC	\$56.58	\$52.34	8	Christian Kropac	263	S/T 99%; DM 1%	DCW; DCS	Prv	2
85	100	National Graphics, N. Branford, CT	\$56.50	\$55.70	1	Michael Napoli	210	DM 100%	OFS; OFW	Prv	3
86	98	Ward/Kraft Inc., Fort Scott, KS	\$56.30	\$57.36	—	Roger Kraft	325	SPEC 100% (Forms, labels and tags, plastic products)	N/A	Prv	1
87	94	GLS/NEXT Precision Marketing, Brooklyn Park, MN	\$54.30	\$58.90	-7	Gary L. Garner	240	COM 45%; DM 20%; FIN 20%; SPEC 15% (Creative, IT services, distribution services, promotional products, media, search engine)	DCS; OFS; OFW	Prv	3
88	93	Gill Studios, Lenexa, KS	\$54.25	\$59.30	-8	Donald A. Gill	425	SPEC 100% (Labels and tags, promotional products)	DCS; DWF; FLX; OFS; SCR	Prv	1
89	96	Southwest Offset Printing, Gardena, CA	\$54.00	\$58.00	-6	Dutch Greve	340	NEWS 40%; PUB 40%; COM 20%	OFW	Prv	2
90	115	Bradford & Bigelow, Newburyport, MA	\$52.50	\$45.10	16	John Galligan	180	BKS 80%; FIN 10%; CAT 10%	DCW; DCS; OFS; OFW	Prv	1
91	113	K1 Packaging Group, City of Industry, CA	\$51.00	\$47.00	8	Mike Tsai	125	PKG 100%	DCW; DCS; FLX; OFS; SCR	Prv	2
92	127	Modern Litho, Jefferson City, MO	\$50.20	\$40.40	24	D. Moore	290	PUB 50%; COM 30%; DM 10%; CAT 8%; DWF 1%; BKS 1%	DCS; DWF; LTR; OFS	Prv	5
93	112	Drummond, Jacksonville, FL	\$49.20	\$47.80	2	John Falconetti	245	COM 50%; DWF 20%; DM 20%; CAT 5%; PUB 5%	DCS; DWF; OFS; OFW	Prv	5
94	108	Quantum Group, Morton Grove, IL	\$49.00	\$50.00	-2	Cheryl Kahanec	180	COM 40%; DM 40%; S/T 15%; FIN 5%	N/A	Prv	2
95	107	Freeport Press, New Philadelphia, OH	\$47.00	\$50.00	-6	David G. Pilcher	180	PUB 60%; CAT 30%; DM 10%	OFS; OFW	Prv	2
95	104	HATTERAS, Tinton Falls, NJ	\$47.00	\$52.00	-9	Bill Duerr	300	COM 55%; DWF 20%; DM 15%; PKG 10%	DCS; DWF; OFS	Prv	2
97	117	Repacorp Label Products, Tipp City, OH	\$46.40	\$44.60	4	Rick M. Heini	203	SPEC 95% (Labels); PKG 4%; DWF 1%	DCW; DCS; DWF; FLX; SCR	Prv	3
98	120	Image Options, Foothill Ranch, CA	\$46.00	\$44.00	4	Brian Hite	150	SPEC 97% (Large-format digital and fabrication.); DWF 2%	DWF	Prv	2
99	118	ANRO Inc., West Chester, PA	\$45.80	\$44.20	3	James A. Spinelli Jr.	142	DM 61%; COM 30%; SPEC 9% (Wide-format, Web)	DCW; DCS; DWF; LTR; OFS; OFD	Prv	1
100	116	KDM Enterprises, Carpentersville, IL	\$45.00	\$45.00	—	Larry Newman	110	S/T 40%; SPEC 35% (Business forms); PKG 15%; DWF 10%	FLX; OFW	Prv	3
101	137	Tidewater Direct, Centerville, MD	\$44.13	\$36.30	21	Geoffrey Eisenberg	155	DM 55%; COM 20%; PKG 10%; INS 10%; FIN 5%	DCW; OFW; OFD	Prv	3
102	126	Cathedral Corp., Rome, NY	\$44.00	\$40.00	10	Marianne Gaige	280	S/T 60%; DM 40%	DCW; DCS; DWF; LTR	Prv	4
103	121	Mosaic, Cheverly, MD	\$43.10	\$42.20	2	Brendan Connors	203	COM 45%; DM 25%; SPEC 20%; BKS 10%	DCS; DWF; OFS; OFD	Emp	3
104	150	Southeastern, Hialeah, FL	\$41.90	\$33.20	26	Don Mader	184	COM 80%; CAT 8%; PUB 8%; DM 4%	DCS; DWF; OFS	Prv	2
105	131	Knepper Press, Clinton, PA	\$41.50	\$38.80	6	William J. Knepper	225	IND 50%; DM 15%; S/T 15%; CAT 10%; INS 5%; FIN 5%	DCS; OFS; OFW	Prv	1
106	119	The YGS Group, York, PA	\$40.75	\$44.14	-7	Jim Kell	186	PUB 45%; SPEC 20% (Marketing services); CAT 15%; COM 10%; DM 10%	DCS; DWF; LTR; OFS	Prv	3
107	140	A.B. Data Ltd., Milwaukee, WI	\$39.96	\$35.10	13	Bruce Arbit	175	S/T 56%; DM 44%	DCW; DCS	Prv	1
108	—	Britten Studios, Traverse City, MI	\$39.00	—	—	N/A	N/A	DWF 70%; SPEC 30% (Creative services/props)	N/A	Prv	N/A

**LEGEND:** N/A – Not Available E – Estimated **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

# Printing Impressions

# 350

'20	'19	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
108	—	PDI Group, Kirkland, QC	\$39.00	\$26.00	50	Jamie Barbieri	260	COM 40%; DWF 25%; SPEC 15% (Media and graphic services); PKG 10%; BKS 5%; DM 5%	N/A	Prv	4
110	129	Suttle-Straus Inc., Waunakee, WI	\$38.20	\$39.04	-2	Ted Straus	190	DM 40%; DWF 20%; COM 20%; CAT 5%; PUB 5%; ST 5%; INS 5%	DCS; DWF; OFS; OFW; OFD	Prv	1
111	125	Geographics Inc., Atlanta, GA	\$38.00	\$40.70	-6	Norvin C. Hagan	150	COM 40%; CAT 25%; INS 15%; DM 10%; SPEC 5%; PUB 5%	DCS; OFS; OFW; OFD	Prv	1
111	136	Baesman Group, Hilliard, OH	\$38.00	\$36.50	4	Rod Baesman	140	DM 40%; SPEC 40% (Retail POP); COM 20%	DCS; DWF; OFS	Prv	3
113	132	J.S. McCarthy Printers, Augusta, ME	\$37.50	\$38.70	-3	Jonathan Tardiff	150	COM 60%; PKG 40%	DCS; DWF; LTR; OFS	Emp	1
114	123	New Jersey Business Forms/Info-Seal/Hampshire Label, Englewood, NJ	\$37.05	\$41.03	-9	David Harnett	124	DM 55%; SPEC 23% (Labels and tags); PKG 12%; COM 10%	DCW; DCS; FLX; OFS; OFW; OFD	Prv	3
115	145	TPC Printing & Packaging, Chattanooga, TN	\$36.00	\$37.50	-4	Joseph A. Schmissrauter	160	PKG 100%	DCS; FLX; OFS; SCR	Prv	1
115	—	Envelopes.com, Melville, NY	\$36.00	\$34.00	5	Craig Johnson	100	COM 50%; INS 30%; PKG 10%; DM 10%	DCS; OFS; OFD	Prv	11
117	171	Craftline Graphics, Fort Wayne, IN	\$35.80	\$28.74	24	Henry Freistrotter	217	BKS 95%; FIN 5%	OFS; OFW	Prv	1
118	133	LCP, Waukegan, IL	\$35.10	\$38.10	-7	Thomas Johnson	180	COM 40%; SPEC 40% (25% grand-format, cut-sheet digital fulfillment, storage and mailing); DM 20%	DCS; DWF; LTR; OFS	Prv	2
118	164	Sterling Digital Print, Hauppauge, NY	\$35.10	\$29.70	18	Ed McAllister	114	FIN 40%; BKS 20%; INS 10%; COM 10%; PUB 10%; DM 10%	DCW; DCS; OFS; OFW	Prv	1
120	141	ABS Graphics, Itasca, IL	\$35.00	\$35.00	—	Russ Babka	145	SPEC 40% (POP and display); DM 30%; COM 15%; DWF 10%; PKG 5%	DCS; DWF; OFS; SCR	Prv	1
120	—	Intellicor Communications, Lancaster, PA	\$35.00	\$25.00	40	Michael Hurly	420	DM 30%; PUB 25%; CAT 20%; BKS 15%; COM 10%	DCS; OFS; OFW	Prv	4
122	130	Forum Communications Printing, Detroit Lakes, MN	\$34.49	\$38.97	-11	Dave Erstad	266	COM 28%; PUB 28%; BKS 20%; NEWS 14%; CAT 7%	DCS; OFS; OFW	Prv	4
123	207	Zenger Group, Tonawanda, NY	\$34.16	\$21.32	60	Stephen R. Zenger	140	DM 68%; COM 12%; PKG 7%; S/T 5%; SPEC 4% (Large-format, retail); CAT 3%; BKS 1%	DCS; DWF; LTR; OFS; OFD	Prv	3
124	142	The Angstrom Group, Cleveland, OH	\$34.00	\$35.00	-2	Wayne Angstrom	200	COM 45%; DM 20%; INS 16%; FIN 5%; CAT 5%; SPEC 4% (Creative services); S/T 3%; PUB 2%	DCW; DCS; OFS; OFW	Prv	1
124	149	King Printing, Lowell, MA	\$34.00	\$34.00	—	Adi Chinai	100	BKS 99%; PUB 1%	DCW; DCS	Prv	1
124	148	The Maple Press Co., York, PA	\$34.00	\$34.00	—	James Wisotzkey	335	BKS 100%	DCW; DCS; OFS; OFW	Prv	1
127	157	Peczuh Printing, Price, UT	\$33.80	\$31.30	7	Frank Peczuhr Jr.	120	COM 65%; PKG 35%	DCS; DWF; OFS	Prv	3
128	139	Bolger Vision Beyond Print, Minneapolis, MN	\$33.40	\$35.40	-5	dik Bolger	188	COM 23%; DM 20%; SPEC 10%; CAT 10%; PUB 10%; BKS 10%; FIN 10%; DWF 5%; PKG 2%	DCS; DWF; OFS	Prv	2
129	154	The Dot Corp., Irvine, CA	\$33.06	\$31.80	3	Bruce M. Carson	170	COM 42%; DM 20%; SPEC 10%; CAT 10%; INS 10%; FIN 5%; DWF 3%	DCS; DWF; OFS; OFW	Prv	3
130	144	Worth Higgins & Associates, Richmond, VA	\$33.00	\$34.70	-4	Benny Bowman	185	COM 100%	DCS; DWF; OFS	Emp	3
130	135	TI Group, Toronto, ON	\$33.00	\$38.00	-13	Peter Spring	160	DWF 30%; FIN 20%; COM 20%; SPEC 20% (Creative and visual merchandising/fabrication); DM 10%	DCS; DWF; OFS	Prv	1
132	158	CP Direct, Lanham, MD	\$32.75	\$30.33	7	Matt Trotta	116	DM 100%	OFS; OFW	Prv	1
133	155	Midstates Inc. Print & Media Solutions, Aberdeen, SD	\$32.74	\$31.63	3	Matt Feickert	200	DM 60%; COM 15%; CAT 15%; PUB 10%	DCS; DWF; LTR; OFS; OFW	Prv	1
134	207	Direct Technologies, Suwanee, GA	\$32.66	\$20.38	60	David Jacobson	120	DM 80%; FIN 20%	DCW; DCS	Prv	2
135	167	EP Graphics, Berne, IN Div.: Dynamic Resource Group	\$32.50	\$29.22	11	Tyler N. Kitt	130	PUB 65%; CAT 34%; SPEC 1% (Fulfillment)	OFW	Prv	1
136	169	Ironmark, Annapolis Junction, MD	\$32.17	\$29.00	10	Jeff Ostenso	150	COM 40%; BKS 20%; SPEC 20% (Promotional products, creative services, digital marketing); DM 15%; DWF 5%	DCW; DCS; DWF; OFS; OFW	Prv	2
137	174	Alcom Printing Group, Harleysville, PA	\$32.12	\$28.63	12	Don Eichman	120	COM 65%; FIN 10%; DWF 6%; PKG 5%; CAT 5%; DM 5%; PUB 3%; BKS 1%	DCS; DWF; OFS; OFW	Prv	2
138	183	Stolze Printing, Bridgeton, MO	\$31.90	\$26.01	22	Phillip D. Stolze, David B. Stolze	98	DM 75%; COM 25%	DCS; OFS	Prv	1
139	159	Olympus Group, Milwaukee, WI	\$31.30	\$30.30	3	Brian Adam	200	DWF 100%	DWF	Prv	3
140	—	Serigraph Point-of-Purchase Solutions, West Bend, WI	\$31.00	\$36.50	-15	Sean Torinus	110	SPEC 100% (POP/large-format)	DCS; DWF; OFS; SCR	Prv	3
141	181	The P.A. Hutchison Co., Mayfield, PA	\$30.73	\$26.39	16	Christian Hutchison	175	BKS 80%; FIN 10%; CAT 10%	DCW; OFS; OFW; OFD	Prv	1
142	172	The Allied Group, Cranston, RI	\$30.68	\$28.57	7	Bob Clement	220	N/A	N/A	Prv	3
143	—	Candid Litho/Candid Worldwide, Farmingdale, NY	\$30.00	\$30.00	—	Howard Weinstein	150	DM 40%; DWF 10%; BKS 10%; FIN 10%; PKG 10%; COM 10%; CAT 10%	DCW; DCS; DWF; LTR; OFS; OFW; OFD; SCR	Prv	2
143	160	APS Marketing Group, Brooklyn, NY	\$30.00	\$30.00	—	Isaac Braun	60	COM 70%; CAT 15%; PUB 10%; DM 5%	N/A	Prv	1
143	162	Star Web Printing, Toronto, ON	\$30.00	\$30.00	—	Gulam Jaffer	150	INS 30%; BKS 20%; COM 20%; DM 10%; DWF 10%; FIN 5%; PKG 5%	DCS; DWF; LTR; OFS; OFW	Prv	1

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# Printing Impressions

## 350

'20	'19	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
143	152	Hudson Printing, Salt Lake City, UT	\$30.00	\$32.50	-7	Paul Hudson	165	CAT 30%; PUB 30%; COM 22%; DM 10%; INS 5%; BKS 3%	DCW; DCS; OFW	Prv	1
147	156	Rand Graphics, Wichita, KS	\$29.88	\$31.50	-5	Randy Vautravers	150	COM 50%; SPEC 50%	DCS; DWF; OFS; OFD; SCR	Prv	2
148	176	Heeter, Canonsburg, PA	\$29.30	\$27.50	6	Scott Heeter	100	COM 40%; DM 40%; SPEC 10%; PKG 10%	DCW; DCS; DWF; OFS; OFD	Prv	2
149	168	Nieman Printing, Dallas, TX	\$29.20	\$29.30	—	Joanie Nieman	150	DM 40%; PUB 29%; CAT 17%; DWF 6%; BKS 3%; COM 3%	DCW; DCS; DWF; OFS; OFW	Prv	1
150	161	Master Graphics, Rochelle, IL	\$29.00	\$30.00	-3	Kenneth Love	108	INS 35%; DM 35%; FIN 25%; COM 5%	OFW	Prv	2
151	—	Data Label Inc., Terre Haute, IN	\$28.90	\$29.20	—	George Snyder	92	SPEC 100% (Pressure-sensitive labels and tags)	N/A	Prv	1
152	151	C.J. Graphics (A member of C.J. Group of Cos.), Mississauga, ON	\$28.69	\$33.10	-13	Jay Mandarin	175	CAT 25%; DM 16%; PKG 15%; INS 11%; S/T 9%; COM 8%; FIN 8%; PUB 7%; BKS 1%	N/A	Prv	1
153	—	Kenmore Envelope, Henrico, VA	\$28.50	\$25.00	14	Scott Evans	152	DM 95%; S/T 5%	OFS	Prv	1
154	179	McNaughton & Gunn, Saline, MI	\$28.00	\$26.00	7	Julie McFarland	150	BKS 100%	DCS; OFS; OFW	Prv	1
154	173	Salem One, Winston-Salem, NC	\$28.00	\$28.36	—	Phil Kelley Jr.	129	DM 38%; PKG 30%; COM 15%; FIN 10%; DWF 7%	DCW; DCS; DWF; FLX; LTR; OFS	Prv	2
156	—	Signs.com, Salt Lake City, UT	\$27.72	\$20.27	36	Nelson James	140	N/A	N/A	Prv	1
157	170	Gilson Graphics, Grand Rapids, MI	\$27.70	\$28.90	-4	David L. Gilson	155	SPEC 55% (Design, fulfillment, composition, large-format); BKS 10%; COM 10%; CAT 10%; DM 5%; PKG 5%; INS 5%	DCW; DCS; DWF; OFS	Prv	3
158	178	Empire Screen Printing, Onalaska, WI	\$27.30	\$26.60	2	John Freismuth	281	COM 80%; SPEC 20%	DCW; DCS; DWF; FLX; SCR	Prv	1
159	147	Dome, McClellan Park, CA	\$27.10	\$34.10	-20	Tim Poole	190	DWF 25%; PKG 20%; COM 15%; CAT 10%; PUB 10%; DM 10%; BKS 9%; GAR 1%	DCS; DWF; OFS; OFW; OFD	Prv	1
160	184	Paragraph Inc., Montreal, QC	\$27.00	\$20.00	35	Martine Lepine	200	COM 50%; PKG 30%; DWF 15%; INS 5%	DCS; DWF; OFS	Prv	2
161	185	Envelope Mart U.S.A., Northwood, OH	\$26.90	\$26.00	3	Norman Shapiro	150	SPEC 80% (Envelopes); COM 20%	DCS; DWF; FLX; OFS	Prv	1
162	187	Midway Press, Dallas, TX	\$26.40	\$25.40	3	T. Cass Andrews	125	PUB 60%; NEWS 35%; BKS 5%	OFW	Prv	1
163	184	Johnson & Quin, Niles, IL	\$26.00	\$26.00	0	David R. Henkel	100	DM 91%; INS 9%	DCW; DCS; OFW	Prv	1
164	197	Grafika Commercial Printing, Sinking Spring, PA	\$25.52	\$24.37	4	Bernard J. Elzer III	103	SPEC 65% (Tags, labels, wall decals); PKG 30%; COM 5%	DCW; DCS; FLX; OFS; SCR	Prv	1
165	229	OverflowWorks.com, Murrieta, CA	\$25.13	\$20.26	24	Jeff Bush	56	DM 100%	DCS; LTR	Prv	1
166	195	Tapecon Inc., Buffalo, NY	\$25.09	\$24.33	3	Steven Davis	110	SPEC 95% (Medical devices, printed electronics, custom converting and fabrication); PKG 5%	DCW; DCS; FLX; SCR	Prv	1
167	272	Best Press, Addison, TX	\$25.02	\$14.20	76	Katie Kalisher, Ashley Kalisher	100	COM 55%; DM 15%; SPEC 10% (Direct mail, marketing collateral, fulfillment, order processing, warehousing, branded e-commerce stores); DWF 10%; PKG 10%	DCS; DWF; LTR; OFS; OFD	Prv	1
168	165	Smith Edwards Dunlap, Philadelphia, PA	\$25.00	\$29.50	-15	Jonathan Shapiro	90	COM 70%; DM 20%; FIN 10%	DCS; OFS	Prv	1
169	198	Litho Press, Indianapolis, IN	\$24.85	\$23.94	3	Bernie Lacy, John Lacy	45	PKG 90%; COM 10%	DWF; OFS	Prv	1
170	—	A2Z Printing, Jackson, MS	\$24.80	\$6.10	306	Allen Taheri	137	DM 55%; DWF 35%; COM 10%	DCS; DWF; OFS	Prv	3
171	178	Boutwell Owens & Co., Fitchburg, MA	\$24.50	\$26.60	-7	Ward W. McLaughlin	112	PKG 95%; COM 5%	DCS; OFS	Prv	1
171	—	Books International, Sterling, VA	\$24.50	\$17.30	41	Vartan Ajamian	160	BKS 95%; PUB 5%	DCW; DCS	Prv	6
173	166	Westamerica Communications, Lake Forest, CA	\$24.30	\$29.40	-17	Doug Grant	100	COM 60%; DM 20%; DWF 10%; PKG 10%	DCS; DWF; LTR; OFS	Prv	2
174	198	Impress Communications, Chatsworth, CA	\$24.00	\$23.00	4	Paul Marino	85	PKG 70%; COM 10%; CAT 10%; DM 5%; SPEC 5% (Digital)	DCS; OFS; OFD	Prv	1
175	188	Kappa Graphics, LP, Pittston, PA	\$23.60	\$25.10	-5	Nicholas Karabots	147	PUB 50%; BKS 47%; DM 3%	OFS; OFW	Prv	1
176	182	United Mail, Louisville, KY	\$23.40	\$26.10	-10	Tom Clines	200	DM 80%; S/T 20%	DCW; DCS; LTR	Prv	2
177	201	Spectra Print, Stevens Point, WI	\$23.00	\$23.00	—	Eric Hofmeister	130	COM 100%	DCW; DCS; DWF; OFS; OFW	Prv	1
177	191	The Label Printers, Aurora, IL	\$23.00	\$25.00	-8	William J. Kane	60	SPEC 95% (Labels and tags); PKG 5%	DCW; DCS; FLX	Prv	2
177	221	Alexander's Print Advantage, London, UT	\$23.00	\$20.00	15	Jeff Alexander	130	BKS 75%; COM 10%; DM 10%; DWF 5%	DCS; DWF; SCR	Prv	1
180	206	Graphic Village, Cincinnati, OH Parent: Revitalize Capital	\$22.90	\$22.00	4	Eric Kahn	160	COM 50%; DM 15%; SPEC 15%; PKG 10%; GAR 5%; DWF 5%	DCS; DWF; OFS	Prv	2
181	225	PDF Print Communications, Signal Hill, CA	\$22.52	\$19.10	17	Kevin Mullaney	128	COM 90%; SPEC 5% (Envelopes, folders, stationery); BKS 5%	DCS; OFW	Prv	5
182	216	Think Patented, Miamisburg, OH	\$22.50	\$20.50	9	Kenneth O. Mc Nerney, Niels M. Winther	130	COM 32%; SPEC 26%; DM 15%; PUB 8%; PKG 8%; INS 6%; CAT 5%	DCS; DWF; OFS; OFD	Prv	1
182	211	Vivid Impact, Louisville, KY	\$22.50	\$21.00	7	Gregory Buchheit	155	COM 50%; DWF 25%; PKG 15%; SPEC 10% (Fulfillment)	DCS; DWF; OFS	Prv	1
184	—	Marshall & Bruce Co., Nashville, TN	\$22.20	\$22.10	—	Chip Smith	84	PKG 80%; COM 10%; CAT 5%; DM 3%; DWF 2%	DCS; DWF; OFS	Prv	2
185	213	Aspen Press and Packaging, Salt Lake City, UT	\$22.10	\$20.80	6	Scott Robbins	90	PKG 70%; COM 30%	DCS; OFS	Prv	1
186	198	Advanced Image Direct, Fullerton, CA	\$22.00	\$25.00	-12	Ty McMillin	145	DM 100%	DCW; DCS; FLX; OFW; OFD	Prv	1

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# Printing Impressions

## 350

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187	208	Clarity Output Solutions, Stratford, CT	\$21.80	\$21.00	3	N/A	100	SPEC 40% (Laminated variable ID cards); DM 20%; S/T 20%; COM 15%; CAT 5%	DCW; DCS; DWF; FLX; LTR; OFS	Prv	1
188	143	Continental Web Press, Itasca, IL	\$21.70	\$34.90	-37	Diane K. Field	125	CAT 55%; DM 45%	N/A	Prv	1
188	204	TLF Graphics, Rochester, NY	\$21.70	\$21.20	2	Robert P. McJury	119	SPEC 90% (Labels, signage, flexo, roll-fed digital); DWF 10%	DCW; DCS; DWF; FLX; SCR	Prv	2
188	222	Streamworks, Blaine, MN	\$21.70	\$20.00	8	Joe Klohn	175	DM 65%; SPEC 15% (Digital/integrated marketing); S/T 10%; COM 5%; INS 2%; FIN 2%	DCS; DWF; OFS	Prv	2
191	233	BR Printers, San Jose, CA	\$21.60	\$18.90	14	Rich Brown, Adam DeMaestri	132	BKS 65%; COM 25%; DM 10%	DCW; DCS; DWF	Prv	3
192	275	Canfield & Tack, Rochester, NY	\$21.10	\$14.90	41	Ray Brown	76	COM 54%; DM 20%; INS 7%; CAT 5%; PUB 5%; S/T 4%; FIN 3%; PKG 2%	DCS; DWF; OFS	Emp	1
193	217	Strategic Factory, Owings Mills, MD	\$20.80	\$20.40	1	Keith Miller	138	DM 24%; COM 20%; CAT 15%; SPEC 14% (Graphic design, marketing, digital and website services); BKS 10%; FIN 5%; PUB 5%; S/T 5%; PKG 2%	DCW; DCS; DWF; OFS; OFD	Prv	2
194	229	Graphic Visual Solutions, Greensboro, NC	\$20.62	\$19.02	8	Bryan Hall	91	COM 73%; PKG 27%	DCS; DWF; FLX; OFS	Emp	1
195	145	Compu-Mail, Grand Island, NY	\$20.30	\$34.50	-41	Michael Vitc	102	DM 100%	DCW; DCS; DWF	Prv	1
196	—	Cowan Graphics Inc., Edmond, AL	\$20.11	\$18.31	9	Blaine MacMillan	135	DWF 60%; SPEC 40% (Fleet graphics, screen print)	DCS; DWF; SCR	Prv	3
197	190	DMM Inc., Scarborough, ME	\$20.00	\$19.00	5	John Cloutier	148	S/T 70%; SPEC 10% (Fulfillment); FIN 10%; DM 10%	DCW; DCS	Prv	2
198	210	SeaChange Print Innovations, Minneapolis, MN	\$19.97	\$20.97	-4	Wendi Breuer	102	DM 35%; PKG 25%; COM 22%; FIN 9%; BKS 5%; SPEC 4% (Election services, technology services, promotional items)	DCW; DCS; DWF; OFS; OFW	Prv	1
199	196	Robin Enterprises, Westerville, OH	\$19.89	\$24.29	-18	Brad Hance	124	COM 90%; PKG 10%	DCS; DWF; LTR; OFS	Prv	1
200	189	Crossmark Graphics, New Berlin, WI	\$19.50	\$25.00	-22	Tammy Rechner	55	COM 100%	DCS; DWF; OFS	Prv	1
201	246	Mele Printing, Covington, LA	\$19.40	\$16.50	17	Mallery Mele	105	COM 40%; DM 20%; S/T 10%; PUB 10%; INS 10%; DWF 10%	DCW; DCS; DWF; LTR; OFS	Prv	2
202	214	DreamWorks Graphic Communications, Glenview, IL	\$19.25	\$20.65	-6	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
203	231	Team Concept Printing & Thermography, Carol Stream, IL	\$19.25	\$18.93	1	Anthony Rouse	58	COM 39%; DM 18%; PKG 12%; BKS 11%; CAT 8%; DWF 6%; INS 5%; SPEC 1% (Business cards)	DCW; DCS; DWF; OFS; OFD	Prv	1
204	234	Hopkins Printing, Columbus, OH	\$19.15	\$18.46	3	Jim Hopkins	104	COM 38%; DM 17%; SPEC 17%; PUB 11%; CAT 9%; DWF 6%; BKS 2%	DCS; DWF; OFS	Emp	1
205	219	Blanks Printing and Digital Solutions, Dallas, TX	\$19.00	\$18.00	5	Leron Blanks	75	COM 78%; DM 10%; CAT 5%; PUB 5%; PKG 2%	DCS; DWF; OFS	Prv	1
205	227	Design Distributors, Deer Park, NY	\$19.00	\$19.00	—	Adam Avrick	85	FIN 90%; PKG 10%	DCW; DCS; DWF; OFS; OFW	Prv	3
207	239	Bennett Graphics, Tucker, GA	\$18.70	\$17.70	5	David W. Bennett	74	COM 95%; PKG 5%	DCS; DWF; OFS	Prv	1
208	215	ID Label, Lake Villa, IL	\$18.60	\$20.54	-9	Neil Johnston	75	SPEC 100% (Variable image labels)	DCW; FLX	Prv	2
209	232	Neyenesch Printers, San Diego, CA	\$18.39	\$18.91	-2	Cliff Neyenesch, Carol A. Bentley	63	COM 100%	DCS; LTR; OFS	Prv	1
210	228	Clark and Riggs Printing, Louisville, KY	\$18.25	\$19.00	-3	Robert R. Riggs	88	COM 30%; DM 25%; SPEC 20% (Wide-format); PKG 15%; FIN 10%	DCW; DCS; DWF; LTR; OFS; OFD	Prv	1
211	226	KM Media Group, Clifton, NJ	\$18.10	\$19.10	-5	Richard Kirschenbaum	79	COM 60%; INS 15%; FIN 10%; DM 10%; PUB 5%	DCS; DWF; LTR; OFS; OFW	Prv	1
212	241	Amidon Graphics, St. Paul, MN	\$18.00	\$18.00	—	Karen J. Amidon	85	DM 80%; SPEC 20%	DCS; OFW	Prv	1
213	240	Techprint Inc., Lawrence, MA	\$17.70	\$17.50	1	Paul J. Durant Jr.	100	SPEC 90% (Labels, graphic overlays, printed electronics); PKG 10%	DCW; DCS; FLX; SCR	Prv	1
213	238	Imperial Communications, New Berlin, WI	\$17.70	\$17.90	—	Jason Stormowski	71	SPEC 40% (POP); PKG 20%; COM 10%; DM 10%; INS 10%; DWF 10%	DCS; DWF; OFS	Prv	2
215	251	MAR, Valmeyer, IL	\$17.53	\$16.10	8	Rick Roever	90	DM 78%; SPEC 22% (forms)	DCW; DCS; OFW	Prv	1
216	235	Data Papers, Muncy, PA	\$17.36	\$18.26	-4	Jerry Wertz	83	COM 26%; SPEC 23% (Business forms); FIN 22%; DM 17%; CAT 5%; PUB 5%	DCW; DCS; DWF; OFW	Prv	2
217	247	Brilliant Graphics, Exton, PA	\$17.00	\$16.50	3	Bob Tursack	78	COM 40%; BKS 30%; CAT 25%; DM 5%	DCS; DWF; LTR; OFS; OFD	Prv	1
217	261	Allen Printing, Nashville, TN	\$17.00	\$15.00	13	Shannon Heffington	119	COM 100%	DCS; LTR; OFS	Prv	1
219	244	CE Printed Products, Carol Stream, IL	\$16.93	\$16.76	1	Robert Ohr	86	SPEC 100% (Envelopes, letterhead, business cards, stationery)	DCS; FLX; OFS	Prv	2
220	236	Maggio Data Forms, Hauppauge, NY	\$16.90	\$18.20	-7	Robert Maggio	80	SPEC 90% (Custom business forms, forms with integrated cards and labels.); DM 10%	DCW; DCS; OFW	Prv	1
221	245	Slate Group, Lubbock, TX	\$16.79	\$16.53	1	Don Denny	85	CAT 40%; COM 25%; DWF 15%; DM 10%; BKS 5%; PUB 5%	DCS; DWF; LTR; OFS	Prv	1
222	249	Wallace Graphics, Duluth, GA	\$16.50	\$16.30	1	Jonathan Wallace	78	COM 60%; DM 20%; DWF 20%	DCS; DWF; OFS	Prv	1

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# Printing Impressions

# 350

'20	'19	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
222	—	Repro Solutions, St Louis, MO	\$16.50	\$15.75	4	Fritz Zaegel	48	CAT 35%; DM 25%; COM 20%; PKG 10%; DWF 5%; FIN 5%	DCS; OFS; OFW	Prv	1
224	254	3A Press, Lajas, PR	\$16.17	\$15.66	3	Marie A. Rosado	140	SPEC 55% (Health care printing); PKG 45%	DCS; OFS; OFW	Prv	1
225	241	Consolidated Press, Seattle, WA Div: Washington Web	\$16.14	\$17.52	-7	Brett Olszewski	60	PUB 40%; BKS 20%; COM 20%; CAT 10%; DM 10%	N/A	Prv	2
226	258	Visual Marking Systems, Twinsburg, OH	\$16.10	\$15.10	6	Dolf Kahle	136	SPEC 100% (OEM, fleet, POP, public transportation, consumables, apparel, textiles)	DCW; DCS; DWF; OFW; SCR	Prv	2
227	237	Color Ink, Sussex, WI	\$16.00	\$18.00	-11	Todd Meissner	75	PKG 40%; DWF 35%; DM 10%; COM 10%; CAT 5%	DCS; DWF; OFS	Prv	1
228	255	Aradius Group, Omaha, NE	\$15.70	\$15.50	1	Steven D. Hayes	5	DM 70%; SPEC 20% (Agency); COM 10%	DCS; OFS; OFW; OFD	Prv	1
229	270	Holland Litho Printing Service, Zeeland, MI	\$15.60	\$14.40	8	Rick Baarman	90	COM 40%; DM 25%; CAT 10%; PUB 10%; PKG 10%; BKS 5%	DCS; OFS	Prv	1
230	307	Mel Printing, Taylor, MI	\$15.50	\$11.30	37	Mike Filkovich	50	BKS 40%; COM 20%; PKG 10%; PUB 10%; DM 10%; DWF 5%; CAT 5%	DCS; DWF; OFS	Prv	2
231	219	Federal Direct, Little Falls, NJ	\$15.39	\$15.66	—	Angela Stubbs	70	DM 60%; COM 40%	DCS; OFW	Prv	1
232	273	Documation, Eau Claire, WI	\$15.20	\$14.10	7	Marlin Swenson	85	BKS 47%; DM 45%; PUB 6%; CAT 2%	DCW; DCS; DWF; OFS	Prv	1
233	250	Highland Computer Forms, Hillsboro, OH	\$15.19	\$16.20	-6	Steven Patton	108	SPEC 93% (Forms, labels and tags); COM 7%	N/A	Prv	3
234	281	Heritage Integrated, El Reno, OK Sub: Delson Properties	\$15.10	\$13.60	11	David Delana	72	DM 58%; COM 21%; INS 10%; PKG 6%; BKS 5%	DCS; DWF; LTR; OFS; OFD	Prv	1
235	268	AmerICAL Inc., Omaha, NE	\$15.04	\$14.50	3	John Peterson	62	SPEC 100% (Labels and tags)	DCW; FLX; LTR	Prv	1
236	243	O'Neil Printing, Phoenix, AZ	\$15.00	\$17.00	-11	Anthony B Narducci	54	COM 63%; SPEC 14% (Web-to-print orders); BKS 10%; DWF 8%; DM 5%	DCS; DWF; OFS	Emp	1
236	260	Franklin Press, Baton Rouge, LA	\$15.00	\$15.00	—	Craig Chumney	85	DM 90%; SPEC 5%; COM 5%	DCS; OFS; OFW; OFD	Prv	1
236	259	Watkins Lithographic, North Kansas City, MO	\$15.00	\$14.50	3	Eddy Watkins	65	IND 70%; CAT 10%; DM 10%; SPEC 10%	DCS; DWF; FLX; LTR; OFS; OFW	Prv	1
236	309	Thysse, Oregon, WI	\$15.00	\$14.50	3	Jason Thysse	95	DWF 32%; COM 22%; DM 15%; PKG 13%; CAT 5%; INS 5%; FIN 5%; PUB 2%; BKS 1%	DCS; DWF; LTR; OFS	Prv	1
236	—	StickerYou Inc., Toronto, ON	\$15.00	—	—	N/A	N/A	SPEC 80% (Labels and tags, magnets, window clings, patches, etc.); DWF 20%	N/A	Prv	N/A
241	269	Square One, Mount Laurel, NJ	\$14.66	\$14.52	—	Drew Townsend	84	DM 75%; COM 24%; DWF 1%	DCS; OFS; OFD	Prv	1
242	271	UMC Print, Overland Park, KS	\$14.62	\$14.37	1	Shawn Boyd	80	COM 70%; SPEC 20% (Plastic products, cards, signs and displays); DM 10%	N/A	Prv	2
243	267	Fineline Printing Group, Indianapolis, IN	\$14.60	\$14.50	—	Richard Miller	65	COM 39%; SPEC 18% (Digital, cross-media, promotional products); DM 15%; S/T 10%; PUB 10%; DWF 4%; CAT 2%	DCS; DWF; OFS	Prv	1
244	—	Fortusis, West Jordan, UT	\$14.54	\$19.43	-25	Curtis Cheney	N/A	COM 32%; SPEC 20% (Brokered); PKG 15%; DM 15%; DWF 13%; BKS 5%	N/A	Prv	38
245	262	CJK: Print Possibilities (The C.J. Krehbiel Co.), Cincinnati, OH	\$14.50	\$15.00	-3	Tim Ruppert	70	BKS 40%; CAT 40%; COM 20%	DCW; DCS; OFS; OFW	Prv	1
246	—	MWI Direct, Lincoln, NE	\$14.47	\$13.14	10	Dean Hart	85	DM 100%	DCW; DCS; OFW	Prv	1
247	266	Viridiam, Green Bay, WI	\$14.20	\$14.60	-2	Paul Parish	85	COM 85%; PKG 10%; DWF 5%	DCS; DWF; OFS; OFW	Prv	2
247	278	Hederman Brothers, Madison, MS	\$14.20	\$13.85	2	Doug Hederman	99	DM 35%; COM 25%; DWF 15%; PUB 15%; BKS 5%; CAT 5%	DCS; DWF; OFS; OFD	Prv	2
249	277	Graphic Dimensions, Austell, GA	\$14.10	\$13.90	1	Jay Scammell	95	FIN 40%; S/T 30%; PKG 10%; COM 10%; DM 10%	DCW; DCS; FLX; OFS; OFW; OFD	Prv	3
250	275	Kubin-Nicholson Corp., Milwaukee, WI	\$14.00	\$14.00	—	Michael Rees	62	COM 60%; SPEC 40% (OOH, outdoor and transit specialty)	DWF; OFS	Prv	2
250	282	Luminer Converting Group, Lakewood, NJ	\$14.00	\$13.50	3	N/A	N/A	SPEC 100% (Labels and tags)	N/A	Prv	N/A
252	—	Cedar Graphics, Hiawatha, IA	\$13.80	\$14.01	—	Hassan Igram	84	COM 60%; DM 10%; CAT 5%; PUB 5%; DWF 5%; BKS 5%; FIN 5%; PKG 5%	DCS; DWF; OFS	Prv	1
253	—	Cardinal Color Group, Itasca, IL	\$13.75	\$12.25	12	Patrick LeBeau	70	DM 31%; FIN 20%; CAT 15%; COM 13%; S/T 10%; BKS 6%; PUB 5%	DCS; OFS; OFW; OFD	Prv	1
254	293	Vox Printing, Oklahoma City, OK	\$13.60	\$12.50	8	David Reid	65	COM 68%; PKG 30%; INS 1%; DM 1%	DCS; FLX; OFW	Prv	1
255	256	METZGERS, Toledo, OH	\$13.50	\$15.20	-11	Tony Metzger	75	COM 45%; SPEC 25% (Fulfillment, wide-format, e-services); DM 20%; PKG 5%; CAT 5%	DCS; DWF; OFS; OFD	Prv	1
255	285	L+L Printers, Carlsbad, CA	\$13.50	\$13.08	3	Bill Anderson	83	COM 41%; CAT 20%; DWF 14%; PKG 13%; DM 11%	DCS; DWF; OFS; OFD	Prv	2
255	312	Boss Litho, City of Industry, CA	\$13.50	\$11.80	14	Jean Paul Nataf	47	PKG 80%; COM 10%; CAT 10%	OFS	Prv	1
258	280	Foster Printing, Santa Ana, CA	\$13.48	\$13.62	—	Tim Blackburn	32	PKG 95%; SPEC 5% (POP)	OFS	Prv	1
259	286	Fort Orange Press, Albany, NY	\$13.25	\$13.00	1	Robert F. Witko	40	BKS 30%; CAT 30%; PUB 30%; DM 10%	DCW; DCS; OFS; OFD	Prv	1

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# Printing Impressions

## 350

'20	'19	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
260	287	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
260	279	Sharpe Co, Winston Salem, NC	\$13.00	\$12.25	6	Terri Sealey	75	DWF 50%; COM 25%; SPEC 15% (Signage); DM 10%	DCS; DWF; OFS	Prv	7
262	180	D'Andrea Visual Communications, Cypress, CA	\$12.50	\$26.50	-52	David D'Andrea	100	SPEC 65% (Grand-format printing, custom fabrication, installations); PKG 15%; CAT 10%; DM 10%	DCS; DWF; OFS	Prv	2
263	305	Choctaw Print Services, Durant, OK	\$12.33	\$11.53	6	Russell Marcum	20	SPEC 50% (Promotional products, apparel); DM 35%; CAT 10%; BKS 5%	DCS; DWF; OFS; SCR	Prv	1
264	303	Seaway Printing, Green Bay, WI	\$12.31	\$11.63	5	Kevin Heslin	52	PUB 60%; BKS 20%; COM 10%; CAT 10%	DCS; OFS	Prv	1
265	302	Foresight Group, Lansing, MI	\$12.20	\$11.69	4	William Christofferson	80	COM 71%; DWF 22%; DM 7%	DCS; DWF; OFS	Prv	3
266	290	HighRoad Press, Moonachie, NJ	\$12.20	\$12.70	-3	Hallie Satz	48	SPEC 60% (Print advisory services); COM 10%; CAT 5%; PUB 5%; DM 5%; BKS 5%; FIN 5%; PKG 5%	DCS; OFS	Prv	1
267	284	Labels West, Woodinville, WA	\$12.15	\$13.29	-8	John Shanley	52	SPEC 100% (Tags and labels)	DCW; FLX; SCR	Prv	1
268	—	Turbo Images, Saint-Georges, QC	\$12.12	\$11.41	6	Charles Veilleux	135	DWF 100%	N/A	Prv	5
269	298	The Allen Co., Blanchester, OH	\$12.00	\$12.00	—	Stan Dohan	55	SPEC 100% (Promotional products, college and university, outdoor retail, housewares)	LTR; OFS; SCR	Prv	1
270	297	Walker360, Montgomery, AL	\$11.70	\$10.60	10	Taylor Blackwell	61	COM 41%; SPEC 28% (Marketing/publishing); PUB 10%; DM 10%; BKS 10%; DWF 0%	DCS; OFS; OFD	Prv	1
271	306	Mt. Royal Printing, Baltimore, MD	\$11.40	\$11.50	—	Gary Cayce	49	COM 75%; PUB 15%; DM 10%	DCS; DWF; OFS; OFD	Prv	1
272	323	J&M Printing (ND), Gwinner, ND	\$11.30	\$10.40	8	Harrison McCleery	50	COM 60%; DM 30%; CAT 10%	DCS; LTR; OFS; OFD	Prv	1
273	299	Next Day Four Color, Houston, TX	\$11.21	\$11.98	-6	Todd Frost	51	SPEC 100% (Trade printing)	DCS; LTR; OFS	Prv	1
274	319	Wallace Carlson Printing, Minnetonka, MN	\$11.20	\$10.70	4	Ann K. Turbeville	59	COM 60%; CAT 15%; PKG 15%; DM 10%	DCS; LTR; OFS	Prv	1
274	322	Bradley Graphic Solutions, Bensalem, PA	\$11.20	\$10.50	6	Robert J. Bradley	41	DM 80%; COM 20%	OFW	Prv	1
276	301	Abbott Communications Group, Maitland, FL	\$11.15	\$11.72	-4	Arthur Abbott	70	COM 50%; DM 40%; INS 10%	DCS; OFS; OFD	Prv	1
277	324	Blooming Color, Lombard, IL	\$11.11	\$10.27	8	John Lehman	47	COM 100%	DCS; DWF; OFS	Prv	1
278	294	Liberty Creative Solutions, Tinley Park, IL	\$11.10	\$12.20	-9	Angela Hipelius	50	DM 55%; COM 40%; DWF 5%	DCW; DCS; DWF; OFS	Prv	1
279	339	PrintComm, Flint, MI	\$11.07	\$8.95	23	Kevin Naughton	83	DM 75%; COM 25%	DCS; OFS; OFD	Prv	1
280	295	Magna IV, Little Rock, AR	\$11.00	\$12.00	-8	Kristi Dannelley	60	COM 70%; DWF 15%; DM 10%; PUB 5%	DCS; DWF; LTR; OFS	Prv	1
280	—	Hera Printing, San Juan, PR	\$11.00	\$6.50	69	Ricardo L. Garcia	100	COM 81%; INS 10%; CAT 5%; DWF 3%; PKG 1%	DCS; DWF; OFS; OFW; OFD	Prv	2
282	320	Source One Digital, Norton Shores, MI	\$10.80	\$10.60	1	Randy Crow	60	DWF 90%; PKG 5%; COM 5%	DWF; SCR	Prv	1
283	310	NGS Printing, Elgin, IL	\$10.50	\$11.10	-5	Erik Landrowski	43	DWF 65%; SPEC 35% (Screen printing)	DCS; SCR	Prv	1
283	—	Northeast Color, Dover, NH	\$10.50	\$10.50	—	Jalmar Dijkstra	48	DWF 100%	DWF	Prv	1
285	325	Merlin Printing, Amityville, NY	\$10.35	\$10.20	1	Steven Vid	38	INS 72%; DM 15%; DWF 13%	DCS; DWF; OFW	Prv	1
286	315	Thompson Print & Mailing Solutions, San Antonio, TX	\$10.32	\$10.97	-5	David Thompson	53	COM 70%; DM 10%; INS 6%; CAT 5%; SPEC 5% (Banners, wide-format); BKS 2%; PKG 2%	DCW; DCS; DWF; OFS; OFD; SCR	Prv	3
287	334	Digital Label Solutions, Yorba Linda, CA	\$10.30	\$9.72	5	Joe Marks	43	PKG 100%	DCW	Prv	1
287	316	Royal, Brooklyn Park, MN	\$10.30	\$10.90	-5	Tim Urness	52	SPEC 65% (Business forms); S/T 20%; PKG 10%; COM 5%	DCS; FLX; OFW	Prv	1
289	335	Lawton Connect, Orlando, FL	\$10.20	\$9.70	5	Kimberly Lawton Koon	49	COM 72%; DM 15%; SPEC 10%; PKG 3%	DCS; DWF; OFS; OFD	Prv	1
289	—	Gerald Printing, Bowling Green, KY	\$10.20	\$10.00	2	Joe L. Davis	85	GAR 31%; COM 23%; SPEC 17% (Brokered and miscellaneous); DWF 6%; BKS 5%; FIN 5%; DM 5%; CAT 5%; PUB 3%	DCS; DWF; OFS; SCR	Prv	7
291	328	Econoprint, Verona, WI	\$10.14	\$10.10	0	David Roloff	64	COM 32%; DM 31%; DWF 14%; SPEC 10% (Web design, digital marketing); FIN 5%; CAT 5%; INS 2%; S/T 1%	DCS; DWF; OFS; OFD	Prv	2
292	311	DGI Invisualls, North Billerica, MA	\$10.00	\$11.00	-9	Glen Fairbanks	140	DWF 100%	DWF	Prv	1
292	331	Screen Graphics, Pompano Beach, FL	\$10.00	\$10.00	—	Nick Glaros	76	DWF 80%; SPEC 20% (Labels)	N/A	Prv	1
292	312	Roe Marketing Group/DBA Berry and Homer, Chester, PA	\$10.00	\$11.00	-9	Brett Roe	36	DWF 75%; SPEC 25% (Fabrication)	DCS; DWF	Prv	2

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# Printing Impressions

## 350

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295	375	Digital Marketing Services, Pelham, AL	\$9.92	\$6.80	45	Ryan Cooper	60	DM 40%; COM 25%; PKG 15%; DWF 10%; FIN 10%	DCS; DWF	Prv	1
296	318	Indextx Inc., Greenville, SC	\$9.80	\$10.75	-8	Jordan Finn	63	SPEC 35% (e-commerce); DM 15%; DWF 15%; COM 15%; CAT 10%; PUB 5%; INS 5%	DCS; DWF; OFS	Prv	1
296	313	ArborOakland Group, Royal Oak, MI	\$9.80	\$10.80	-9	Don Kirkland	68	COM 50%; DM 15%; CAT 10%; PUB 10%; DWF 10%; BKS 5%	DCS; DWF; LTR; OFS; OFW; OFD	Prv	3
296	300	Graphic Solutions Group, Kennesaw, GA	\$9.80	\$11.80	-16	Mark Pope	68	COM 77%; DWF 10%; DM 8%; PKG 5%	DCS; DWF; LTR; OFS	Prv	1
299	341	Haig Graphic Communications, Hauppauge, NY	\$9.77	\$8.71	12	James Kalousdian	41	COM 100%	DCW; DCS; DWF; OFS; OFW; OFD	Prv	1
300	336	Big Visual Group, Antioch, TN	\$9.70	\$9.40	3	Scott Snoyer	57	DWF 70%; SPEC 30% (Architectural signage)	DCS; DWF	Prv	1
300	330	ER2 Image Group, Hanover Park, IL	\$9.70	\$9.50	2	Gary Schellerer	65	DWF 80%; SPEC 20% (Installation services, design, etc.)	DWF	Prv	1
302	—	QT2, Tiffin, OH	\$9.46	—	—	N/A	N/A	SPEC 60% (Forms); COM 35%; DM 5%	N/A	Prv	N/A
303	342	Push Solutions, New Berlin, WI	\$9.38	\$8.60	9	Brad Flagge	40	COM 65%; DWF 15%; PKG 10%; SPEC 10% (Digital)	DCS; DWF; OFS	Prv	1
304	337	BCSI, Burnsville, MN	\$9.13	\$9.26	—	Tom Marchessault	75	COM 100%	DCW; OFS	Prv	1
305	385	Access Direct Mail, Sarasota, FL	\$9.12	\$5.76	58	Dori Ann Giglio	12	DM 100%	DCW; DCS	Prv	1
306	327	5 Day Business Forms Mfg., Anaheim, CA	\$9.00	\$10.10	-10	Leslie Messick	50	SPEC 100% (Business Forms)	OFW	Prv	1
306	321	ASAP Printing, Salt Lake City, UT	\$9.00	\$10.60	-15	Jeff Guevara	40	SPEC 100% (Trade printer)	N/A	Prv	1
306	350	McClung Cos., Waynesboro, VA	\$9.00	\$8.00	12	Adam Monk	59	COM 65%; DM 20%; BKS 5%; CAT 5%; PUB 5%	DCS; OFS; OFW	Emp	1
309	340	ProList Inc., Frederick, MD	\$8.72	\$8.76	—	Dave Lokos	99	DM 98%; COM 2%	DCW; DCS; DWF	Prv	1
310	346	Colorchrome Atlanta, Norcross, GA	\$8.48	\$8.35	1	John Rhodes	49	DWF 100%	DWF	Prv	1
311	338	AmeriPrint Corp., Harvard, IL	\$8.40	\$9.00	-6	Vicky Schultzy	65	SPEC 100% (Tags and labels, forms)	FLX; LTR; OFS; OFW	Prv	1
312	345	Merrick Printing, Louisville, KY	\$8.10	\$8.40	-3	M. David Merrick	62	COM 60%; BKS 15%; PUB 10%; DM 5%; PKG 5%; CAT 5%	DCS; DWF; OFS; OFW; OFD	Prv	1
313	356	Custom Printing, Oxnard, CA	\$8.00	\$7.80	2	Charles A. Utts	45	DM 35%; COM 20%; CAT 15%; BKS 10%; PKG 5%; PUB 5%; S/T 5%; INS 5%	DCS; DWF; LTR; OFS	Prv	2
313	224	Big Mountain Imaging, Philadelphia, PA	\$8.00	\$12.00	-33	Jason Cardonick	38	SPEC 90% (Large-/grand-format); DWF 10%	DWF	Prv	2
313	—	Color Reflections, Las Vegas, NV	\$8.00	\$15.00	-46	Joseph J Castellano	35	DWF 100%	N/A	Prv	2
316	358	CFC Print & Mail, Grand Prairie, TX	\$7.96	\$7.72	3	Tommy Gillis	55	FIN 55%; COM 25%; S/T 10%; SPEC 10%	DCW; DCS; OFS; OFW	Prv	1
317	353	A C Printing, Euless, TX	\$7.95	\$7.90	—	Durriya Dawood	52	COM 52%; BKS 23%; CAT 14%; DM 9%; SPEC 2%	DCS; LTR; OFS; OFW	Prv	1
318	—	Springfield Printing Corp, North Springfield, VT	\$7.90	\$5.90	33	Mark Sanderson	35	BKS 60%; COM 40%	DCS; DWF; LTR; OFS; OFD	Prv	1
319	360	Hagg Press, Elgin, IL	\$7.88	\$7.70	2	Kern W. Hagg Jr.	48	COM 35%; BKS 25%; DM 12%; CAT 10%; PUB 10%; DWF 4%; PKG 3%; INS 1%	DCS; DWF; LTR; OFS	Prv	1
319	361	Prodigital Printing, Edison, NJ	\$7.88	\$7.65	3	Larry Solomon	33	FIN 30%; DM 30%; IND 16%; S/T 12%; SPEC 12% (Promotional products, envelopes, folders, and stationery)	DCS; DWF; OFS	Prv	1
321	370	Intech Printing & Direct Mail, Naples, FL	\$7.85	\$7.15	9	Rodney Held	51	PKG 20%; COM 20%; DM 15%; S/T 10%; BKS 10%; CAT 10%; PUB 10%; FIN 5%	DCS; DWF; LTR; OFS; OFD	Prv	2
322	357	N.E.W. Printing, Appleton, WI	\$7.75	\$7.75	0	Mark Weinfurter	38	COM 78%; DM 15%; SPEC 7% (Labels, tags, envelopes, folders, stationery)	DCS; LTR; OFS; OFD	Prv	1
323	351	Supreme Graphics, Arcadia, WI Div: Blaschko Enterprises	\$7.73	\$7.90	-2	Charles Blaschko	50	COM 80%; BKS 15%; PKG 5%	DCS; DWF; LTR; OFS	Prv	2
324	—	New London Communications, Alpharetta, GA	\$7.66	\$6.83	12	Eric Rountree	38	COM 25%; DM 15%; BKS 15%; IND 10%; DWF 10%; CAT 5%; PUB 5%; GAR 5%; FIN 5%; PKG 5%	DCS; DWF; OFS	Prv	1
325	359	Classic Litho and Design, Torrance, CA	\$7.55	\$7.72	-2	Firo Nikravani	31	COM 30%; SPEC 30% (Wide-format); PKG 15%; CAT 15%; DM 10%	DCS; DWF; OFS	Prv	1
326	367	Total Printing Systems, Newton, IL	\$7.53	\$7.36	2	Richard M. Lindemann II	60	BKS 83%; COM 8%; CAT 5%; PUB 3%; DM 1%	DCW; DCS; OFD	Prv	2
327	365	Badger Tag & Label, Random Lake, WI	\$7.38	\$7.47	—	Robert Thiel	39	SPEC 100% (Labels, tags, digital)	DCS; DWF; FLX; LTR	Prv	2

**LEGEND:** N/A – Not Available E – Estimated **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



# Printing Impressions

# 350

'20	'19	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
328	344	Milpak Graphics, King, NC	\$7.32	\$8.41	-12	Billy Kilby	38	SPEC 100% (Tags and labels)	FLX	Prv	1
329	368	Alexander Clark Printing, Boise, ID	\$7.31	\$7.35	—	Michael Ayers	49	COM 60%; SPEC 40% (Business forms)	DCS; LTR; OFS; OFW	Emp	1
330	369	Professional Printing Center, Chesapeake, VA	\$7.29	\$7.34	—	Brian Ward	58	COM 60%; DM 15%; CAT 10%; DWF 10%; SPEC 5% (Ad specialty)	DCS; DWF; OFS	Prv	1
331	355	Ignite Graphics, Elmhurst, IL	\$7.12	\$7.80	-8	Lance Luka	38	COM 30%; DM 25%; PKG 20%; SPEC 15% (Labels and tags, promotional products, plastic products); DWF 10%	DCS; DWF; OFS; OFW	Prv	1
332	352	Dolce Printing, Maywood, NJ	\$7.00	\$8.00	-12	Glenn Dolce	32	COM 60%; FIN 40%	DCS; OFS	Prv	1
332	383	Marketing Kitchen Inc., Markham, ON	\$7.00	\$6.00	16	Audrey Jamieson	48	DM 100%	DCS	Prv	1
334	373	Phoenix Data, Montgomery, PA	\$6.96	\$6.86	1	Larry B. Lovell	36	FIN 60%; DM 10%; S/T 10%; INS 10%; COM 9%	OFW	Prv	1
335	377	Lithotone Inc., Elkhart, IN	\$6.90	\$6.70	2	Bob Priebe	31	COM 50%; DWF 40%; PKG 10%	DCW; DCS; DWF; OFS; OFW; OFD	Prv	1
336	354	DUKE, Eastlake, OH	\$6.85	\$7.82	-12	Blake A. Leduc	45	DM 40%; COM 35%; CAT 25%	DCS; DWF; OFS	Prv	2
337	372	FolgerGraphics Inc., Hayward, CA	\$6.70	\$6.90	-2	Dick Folger	45	NEWS 30%; PUB 30%; DM 30%; COM 6%; BKS 2%; FIN 2%	DCS; LTR; OFS; OFW	Prv	1
338	364	Apex Color, Jacksonville, FL	\$6.60	\$7.50	-12	Richard Ghelerter	35	SPEC 51% (Business Forms); COM 49%	DCS; OFS; OFW	Prv	1
339	381	Pro Print, Duluth, MN	\$6.44	\$6.13	5	Creston Dorothy	54	COM 65%; DM 20%; PUB 10%; DWF 5%	DCS; DWF; OFS; OFD	Prv	3
340	389	Excelsus Solutions, Rochester, NY	\$6.30	\$5.80	8	Mark Laniak	35	DWF 100%	N/A	Prv	1
341	376	E.H. Teasley & Co. / Inkjet Printing International, Dallas, TX	\$6.29	\$6.75	-6	Jeff Teasley	40	DWF 100%	DWF	Prv	1
342	362	M13 Graphics, Schaumburg, IL	\$6.20	\$7.60	-18	Dan Banakis	38	COM 78%; DM 12%; CAT 8%; DWF 2%	DCS; DWF; OFS	Prv	1
343	—	Braintree Printing, Braintree, MA	\$6.00	\$6.22	-3	Jose Tafur	22	BKS 60%; PUB 15%; DM 15%; CAT 10%	N/A	Prv	1
344	380	TPSI, Tulsa, OK	\$6.00	\$6.25	-4	Fadel Iskander	30	S/T 75%; DM 14%; INS 4%; COM 3%; DWF 2%; BKS 2%	DCS; DWF	Prv	2
345	349	Cushing, Chicago, IL	\$5.90	\$8.04	-26	Cathleen Cushing Duff	35	SPEC 30% (Branded environmental graphics: wall graphics, privacy film, dimensional lettering); DWF 25%; COM 20%; BKS 15%; DM 10%	DCW; DWF	Prv	1
346	—	Rite Envelope & Graphics, Downingtown, PA	\$5.61	\$5.82	-3	Walt Pangburn Jr.	21	DM 70%; FIN 20%; SPEC 10% (Print envelope manufacturing)	FLX; OFS	Prv	1
347	382	BRD Printing, Lansing, MI	\$5.60	\$6.10	-8	David Lee	40	COM 80%; PUB 10%; DM 5%; INS 5%	DCS; OFS	Prv	1
347	386	AAI, Gilbert, MN	\$5.60	\$5.70	—	Bob Cap	9	DM 30%; S/T 30%; PUB 20%; BKS 10%; CAT 10%	N/A	Prv	1
347	396	The Snowman Group, Hermon, ME	\$5.60	\$4.40	27	Richard Armstrong	33	COM 55%; S/T 25%; CAT 5%; PUB 5%; DM 5%; INS 3%; SPEC 2% (Rubber stamps, nameplates, embossers, awards)	DCS; DWF; OFS	Prv	1
350	371	JP Graphics, Santa Clara, CA	\$5.50	\$7.20	-21	Joan D. Escover	40	COM 60%; PKG 20%; BKS 5%; PUB 5%; DM 5%; SPEC 5%	DCS; LTR; OFS; OFD	Prv	1

**LEGEND:** N/A – Not Available E – Estimated **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

## 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 pi350@napco.com

# The 2020 P/ 350 Ranking

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, PR.....	224	CE Printed Products, Carol Stream, IL.....	219	Envelopes.com, Melville, NY.....	115	Japs-Olson Co., St. Louis Park, MN.....	32
4over Inc., Glendale, CA.....	24	Cedar Graphics, Hiawatha, IA.....	252	EP Graphics, Berne, IN.....	135	The John Roberts Co., Minneapolis, MN.....	82
5 Day Business Forms Mfg., Anaheim, CA.....	306	Cenveo Enterprises, Stamford, CT.....	7	ER2 Image Group, Hanover Park, IL.....	300	Johnson & Quin, Niles, IL.....	163
A2Z Printing, Jackson, MS.....	170	CFC Print & Mail, Grand Prairie, TX.....	316	Excelsus Solutions, LLC, Rochester, NY.....	340	JP Graphics, Santa Clara, CA.....	350
AAI, Gilbert, MN.....	347	Choctaw Print Services, Durant, OK.....	263	FASTSIGNS International, Carrollton, TX.....	11	K1 Packaging Group, City of Industry, CA.....	91
Abbott Communications Group, Maitland, FL.....	276	Cimpress, Waltham, MA.....	5	Federal Direct, Little Falls, NJ.....	231	Kappa Graphics, Pittston, PA.....	175
ABS Graphics, Itasca, IL.....	120	CJK Group, Brainerd, MN.....	9	Fineline Printing Group, Indianapolis, IN.....	243	KDM Enterprises, Carpentersville, IL.....	100
A.B. Data Ltd., Milwaukee, WI.....	107	CJK: Print Possibilities (The C.J. Krehbiel Co.), Cincinnati, OH.....	245	FolgerGraphics Inc., Hayward, CA.....	337	Kenmore Envelope, Henrico, VA.....	153
A C Printing, Euless, TX.....	317	Clarity Output Solutions, Stratford, CT.....	187	Foresight Group, Lansing, MI.....	265	King Printing, Lowell, MA.....	124
Access Direct Mail, Sarasota, FL.....	305	Clark and Riggs Printing, Louisville, KY.....	210	Fort Dearborn, Elk Grove, IL.....	12	Kirkwood, Wilmington, MA.....	70
Advanced Image Direct, Fullerton, CA.....	186	Classic Litho and Design, Torrance, CA.....	325	Fort Orange Press, Albany, NY.....	259	KM Media Group, Clifton, NJ.....	211
Alcom Printing Group, Harleysville, PA.....	137	Color Ink, Sussex, WI.....	227	Fortis Solutions Group, Virginia Beach, VA.....	30	Knepper Press, Clinton, PA.....	105
Alexander Clark Printing, Boise, ID.....	329	Color Reflections, Las Vegas, NV.....	313	Fortius, West Jordan, UT.....	244	KP LLC, San Leandro, CA.....	83
Alexander's Print Advantage, Lindon, UT.....	177	Colorchrome Atlanta, Norcross, GA.....	310	Forum Communications Printing, Detroit Lakes, MN.....	122	Kubin-Nicholson Corp., Milwaukee, WI.....	250
The Allen Co., Blanchester, OH.....	269	Command Cos., Secaucus, NJ.....	25	Foster Printing, Santa Ana, CA.....	258	L+L Printers, Carlsbad, CA.....	255
Allen Printing, Nashville, TN.....	217	Compu-Mail, Grand Island, NY.....	195	Franchise Services Inc. (Sir Speedy & PIP), Mission Viejo, CA.....	21	The Label Printers, Aurora, IL.....	177
Alliance Franchise Brands, Plymouth, MI.....	15	Consolidated Press, Seattle, WA.....	225	Franklin Press, Baton Rouge, LA.....	236	Labels West, Woodinville, WA.....	267
The Allied Group, Cranston, RI.....	142	Continental Web Press, Itasca, IL.....	188	Freedom Graphic Systems, Milton, WI.....	44	Lawton Connect, Orlando, FL.....	289
AlphaGraphics, Lakewood, CO.....	22	Core Publishing Solutions, Eagan, MN.....	68	Freepoint Press, New Philadelphia, OH.....	95	LCP, Waukegan, IL.....	118
AmeriCAL Inc., Omaha, NE.....	235	Cowan Graphics, Edmonton, AB.....	196	Friesens Corp., Altona, MB.....	66	Lewisburg Printing, Lewisburg, TN.....	57
American Litho, Carol Stream, IL.....	40	CP Direct, Lanham, MD.....	132	Garlich Printing, St. Louis, MO.....	260	Liberty Creative Solutions, Tinley Park, IL.....	278
AmeriPrint Corp., Harvard, IL.....	311	Craftline Graphics, Fort Wayne, IN.....	117	Geographics Inc., Atlanta, GA.....	111	Litho Press, Indianapolis, IN.....	169
Amidon Graphics, St. Paul, MN.....	212	Crossmark Graphics, New Berlin, WI.....	200	Gerald Printing, Bowling Green, KY.....	289	Lithographix Inc., Hawthorne, CA.....	49
The Angstrom Group, Cleveland, OH.....	124	Cushing, Chicago, IL.....	345	Gill Studios, Lenexa, KS.....	88	Lithotone Inc., Elkhart, IN.....	335
ANRO Inc., West Chester, PA.....	99	Custom Printing, Oxnard, CA.....	313	Gilson Graphics, Grand Rapids, MI.....	157	LSC Communications, Warrenville, IL.....	3
Apex Color, Jacksonville, FL.....	338	D'Andrea Visual Communications, Cypress, CA.....	262	GLS/NEXT Precision Marketing, Brooklyn Park, MN.....	87	Luminer Converting Group, Lakewood, NJ.....	250
APS Marketing Group, Brooklyn, NY.....	143	Darwill, Hillside, IL.....	75	Grafika Commercial Printing, Sinking Spring, PA.....	164	M13 Graphics, Schaumburg, IL.....	342
Aradius Group, Omaha, NE.....	228	DATA Communications Management, Brampton, ON.....	28	Graphic Dimensions, Austell, GA.....	249	Maggio Data Forms, Hauppauge, NY.....	220
Arandell Corp., Menomonee Falls, WI.....	55	Data Label Inc., Terre Haute, IN.....	151	Graphic Solutions Group, Kennesaw, GA.....	296	Magna IV, Little Rock, AR.....	280
ArborOakland Group, Royal Oak, MI.....	296	Data Papers, Muncy, PA.....	216	Graphic Village, Cincinnati, OH.....	180	The Maple Press Co., York, PA.....	124
ASAP Printing, Salt Lake City, UT.....	306	Data-Mail Inc., Newington, CT.....	33	Graphic Visual Solutions, Greensboro, NC.....	194	MAR, Valmeyer, IL.....	215
Aspen Press and Packaging, Salt Lake City, UT.....	185	DCG ONE, Seattle, WA.....	69	Hagg Press, Elgin, IL.....	319	Marketing Kitchen Inc., Markham, ON.....	332
AWT Labels and Packaging, Minneapolis, MN.....	64	Design Distributors, Deer Park, NY.....	205	Haig Graphic Communications, Hauppauge, NY.....	299	Marquis Book Printing, Montreal, QC.....	46
Badger Tag & Label, Random Lake, WI.....	327	DG3 Diversified Global Graphics Group, Jersey City, NJ.....	36	Hammer Packaging, W. Henrietta, NY.....	45	Marshall & Bruce Co., Nashville, TN.....	184
Baesman Group, Hilliard, OH.....	111	DGI Invisuels, North Billerica, MA.....	292	HATTERAS, Tinton Falls, NJ.....	95	Master Graphics, Rochelle, IL.....	150
BCSI, Burnsville, MN.....	304	Diamond Packaging, Rochester, NY.....	77	Hederman Brothers, Madison, MS.....	247	McClung Cos., Waynesboro, VA.....	306
BCT, Fort Lauderdale, FL.....	80	Digital Label Solutions, Yorba Linda, CA.....	287	Heeter, Canonsburg, PA.....	148	McNaughton & Gunn, Saline, MI.....	154
Belmark inc, DePere, WI.....	18	Digital Marketing Services, Pelham, AL.....	295	Hera Printing Corp., San Juan, PR.....	280	McPrinting, Taylor, MI.....	230
Bennett Graphics, Tucker, GA.....	207	The Dingley Press, Lisbon, ME.....	61	Heritage Integrated, El Reno, OK.....	234	Mele Printing, Covington, LA.....	201
Best Press, Addison, TX.....	167	Direct Technologies, Suwanee, GA.....	134	Highland Computer Forms, Hillsboro, OH.....	233	Merlin Printing, Amityville, NY.....	285
Big Mountain Imaging, Philadelphia, PA.....	313	Discount Labels, New Albany, IN.....	60	HighRoad Press, Moonachie, NJ.....	266	Merrick Printing, Louisville, KY.....	312
Big Visual Group, Antioch, TN.....	300	Diversified Labeling Solutions, Itasca, IL.....	72	Holland Litho Printing Service, Zeeland, MI.....	229	METZGERS, Toledo, OH.....	255
Blanks Printing and Digital Solutions, Dallas, TX.....	205	DMM Inc., Scarborough, ME.....	197	Hopkins Printing, Columbus, OH.....	204	Midstates Inc. Print & Media Solutions, Aberdeen, SD.....	133
Blooming Color, Lombard, IL.....	277	Documation, Eau Claire, WI.....	232	Hudson Printing, Salt Lake City, UT.....	143	Midway Press, Dallas, TX.....	162
Bolger Vision Beyond Print, Minneapolis, MN.....	128	Dolce Printing, Maywood, NJ.....	332	I.D. Images, Brunswick, OH.....	65	Miller Zell, Atlanta, GA.....	27
Books International, Sterling, VA.....	171	Dome, McClellan Park, CA.....	159	ID Label, Lake Villa, IL.....	208	Milpac Graphics, King, NC.....	328
Boss Litho, City of Industry, CA.....	255	Donnelley Financial Solutions, Chicago, IL.....	8	Ignite Graphics, Elmhurst, IL.....	331	Minuteman Press Int'l, Farmingdale, NY.....	14
Boutwell Owens & Co., Fitchburg, MA.....	171	The Dot Corp., Irvine, CA.....	129	Image Options, Foothill Ranch, CA.....	98	Mittera Group, Des Moines, IA.....	26
Bradford & Bigelow, Newburyport, MA.....	90	DreamWorks Graphic Communications, Glenview, IL.....	202	IMAGINE, Minneapolis, MN.....	17	Mod-Pac Corp., Buffalo, NY.....	81
Bradley Graphic Solutions, Bensalem, PA.....	274	Drummond, Jacksonville, FL.....	93	Imperial Communications, New Berlin, WI.....	213	Modern Litho, Jefferson City, MO.....	92
Braintree Printing, Braintree, MA.....	343	DS Graphics/Universal Wilde, Lowell, MA.....	54	Impress Communications, Chatsworth, CA.....	174	Mondi North America, Jackson, MO.....	10
BRD Printing, Lansing, MI.....	347	Duggal Visual Solutions, Inc., Brooklyn, NY.....	51	IMS Inc., Liverpool, NY.....	53	Mosaic, Cheverly, MD.....	103
Brilliant Graphics, Exton, PA.....	217	DUKE, Eastlake, OH.....	336	Indexx Inc., Greenville, SC.....	296	MPI Label Systems, Sebring, OH.....	42
Britten Studios, Traverse City, MI.....	108	Econoprint, Verona, WI.....	291	Intech Printing & Direct Mail, Naples, FL.....	321	MSP Freedom, PA.....	59
BR Printers, San Jose, CA.....	191	E.H. Teasley & Co. / Inkjet Printing International, Dallas, TX.....	341	Intellcor Communications, Lancaster, PA.....	120	Mt. Royal Printing, Baltimore, MD.....	271
C.J. Graphics (A member of C.J. Group of Cos.), Mississauga, ON.....	152	Elanders Americas, Davenport, IA.....	52	Ironmark, Annapolis Junction, MD.....	136	MWI Direct, Lincoln, NE.....	246
Candid Litho/Candid Worldwide, Farmingdale, NY.....	143	Empire Screen Printing, Onalaska, WI.....	158	IWCO Direct, Chanhassen, MN.....	13	National Graphics, N. Branford, CT.....	85
Canfield & Tack, Rochester, NY.....	192	Ennis Inc., Midlothian, TX.....	16	J&M Printing (ND), Gwinner, ND.....	272	New Jersey Business Forms/InfoSeal/Hampshire Label, Englewood, NJ.....	114
Cardinal Color Group, Itasca, IL.....	253	Envelope Mart U.S.A., Northwood, OH.....	161	J.S. McCarthy Printers, Augusta, ME.....	113	New London Communications, Alpharetta, GA.....	324
Cathedral Corp., Rome, NY.....	102					N.E.W. Printing, Appleton, WI.....	322
						Next Day Four Color, Houston, TX.....	273

Neyenesch Printers, San Diego, CA.....	209	Quantum Group, Morton Grove, IL.....	94	Specialty Print Communications, Niles, IL.....	50	TPSi, Tulsa, OK.....	344
NGS Printing, Elgin, IL.....	283	Rand Graphics, Wichita, KS.....	147	Spectra Print, Stevens Point, WI.....	177	Transcontinental Inc., Montreal, QC.....	6
Nieman Printing, Dallas, TX.....	149	Repacorp Label Products, Tipp City, OH.....	97	SpeedPro, Centennial, CO.....	56	Trend Offset Printing Services, Los Alamitos, CA.....	18
Northeast Color, Dover, NH.....	283	Repco Solutions Inc, St Louis, MO.....	222	Springfield Printing Corp, North Springfield, VT.....	318	Tri-State Envelope, Ashland, PA.....	67
Olympus Group, Milwaukee, WI.....	139	Rite Envelope & Graphics, Downingtown, PA.....	346	Square One, Mount Laurel, NJ.....	241	Turbo Images, Saint-Georges, QC.....	268
OMNI Systems, Mayfield Village, OH.....	58	Robin Enterprises, Westerville, OH.....	199	St. Joseph Communications, Toronto, ON.....	39	UMC Print, Overland Park, KS.....	242
O'Neil Printing, Phoenix, AZ.....	236	Roe Marketing Group/DBA Berry and Homer, Chester, PA.....	292	Star Web Printing, Toronto, ON.....	143	United Mail, Louisville, KY.....	176
OneTouchPoint Inc., Hartland, WI.....	38	Royal, Brooklyn Park, MN.....	287	Sterling Digital Print, Hauppauge, NY.....	118	Viridium, Green Bay, WI.....	247
Outlook Group, Neenah, WI.....	75	Royle Printing, Sun Prairie, WI.....	70	StickerYou Inc., Toronto, ON.....	236	Vision Integrated Graphics Group (DBA Vision), Bolingbrook, IL.....	29
OverflowWorks.com, Murrieta, CA.....	165	RR Donnelley, Chicago, IL.....	1	Stolze Printing, Bridgeton, MO.....	138	Visual Marking Systems, Twinsburg, OH.....	226
The P.A. Hutchison Co., Mayfield, PA.....	141	Salem One, Winston-Salem, NC.....	154	Stouse LLC, New Century, KS.....	78	Vivid Impact, Louisville, KY.....	182
Paragraph Inc., Montreal, QC.....	160	Sandy Alexander, Inc., Clifton, NJ.....	37	Strategic Factory, Owings Mills, MD.....	193	Vomela Specialty, St. Paul, MN.....	20
PCI Group, Fort Mill, SC.....	84	Screen Graphics, Pompano Beach, FL.....	292	Streamworks, Blaine, MN.....	188	Vox Printing, Oklahoma City, OK.....	254
PDF Print Communications, Signal Hill, CA.....	181	SeaChange Print Innovations, Minneapolis, MN.....	198	Supreme Graphics, Arcadia, WI.....	323	Walker360, Montgomery, AL.....	270
PDI Group, Kirkland, QC.....	108	Seaway Printing, Green Bay, WI.....	264	Suttle-Straus Inc., Waunakee, WI.....	110	Wallace Carlson Printing, Minnetonka, MN.....	274
Peczuh Printing, Price, UT.....	127	Serigraph Point-of-Purchase Solutions, West Bend, WI.....	140	Tapecon Inc., Buffalo, NY.....	166	Wallace Graphics, Duluth, GA.....	222
Phoenix Data, Montgomery, PA.....	334	SG360°, a Segerdahl Co., Wheeling, IL.....	23	Taylor Corp., N. Mankato, MN.....	4	Walsworth, Marceline, MO.....	31
The Phoenix Group, Philadelphia, PA.....	41	Sharpe Co, Winston Salem, NC.....	26	Team Concept Printing & Thermography, Carol Stream, IL.....	203	Ward/Kraft Inc., Fort Scott, KS.....	86
Postal Center International, Weston, FL.....	43	Showdown Displays, Brooklyn Center, MN.....	35	Techprint Inc., Lawrence, MA.....	213	Watkins Lithographic, North Kansas City, MO.....	236
PostcardMania, Clearwater, FL.....	79	Signs.com, Salt Lake City, UT.....	156	Think Patented, Miamisburg, OH.....	182	Westamerica Communications, Lake Forest, CA.....	173
Primary Color, Cypress, CA.....	73	Slate Group, Lubbock, TX.....	221	Thomas Printworks, Richardson, TX.....	74	Western States Envelope & Label, Butler, WI.....	47
PrintComm, Flint, MI.....	279	Smith Edwards Dunlap, Philadelphia, PA.....	168	Thompson Print & Mailing Solutions, San Antonio, TX.....	286	Wilen Direct, Deerfield Beach, FL.....	48
Prodigital Printing, Edison, NJ.....	319	Smyth Companies, LLC, St. Paul, MN.....	34	Thysse, Oregon, WI.....	236	Worth Higgins & Associates, Richmond, VA.....	130
Professional Printing Center, Chesapeake, VA.....	330	The Snowman Group, Hermon, ME.....	347	TI Group, Toronto, ON.....	130	Worzalla Inc., Stevens Point, WI.....	63
ProList Inc., Frederick, MD.....	309	Source One Digital, Norton Shores, MI.....	282	Tidewater Direct, Centreville, MD.....	101	The YGS Group, York, PA.....	106
Pro Print, Duluth, MN.....	339	Southeastern, Hialeah, FL.....	104	TLF Graphics, Rochester, NY.....	188	Zenger Group, Tonawanda, NY.....	123
Push Solutions, New Berlin, WI.....	303	Southwest Offset Printing, Gardena, CA.....	89	Total Printing Systems, Newton, IL.....	326	Zoo Printing, Valencia, CA.....	62
QT2, Tiffin, OH.....	302			TPC Printing & Packaging, Chattanooga, TN.....	115		
Quad, Sussex, WI.....	2						

## 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 (such as for publication and book printing). We also lack segment sales information for North Mankato, Minn.-based Taylor Corp. and Brainerd, Minn.-based CJK Group, which would have qualified for the Top 5 breakouts.

### TOP 5 BOOK PRINTERS\*

Rank	Company	Segment Sales (Millions)	Total Sales (Millions)
1	Command Cos. Secaucus, N.J.	\$137.80	\$265.00
2	Walsworth Marceline, Mo.	\$93.88	\$187.75
3	Marquis Book Printing Montreal, Quebec	\$91.44	\$105.10
4	Worzalla Inc. Stevens Point, Wis.	\$73.00	\$73.00
5	Transcontinental Inc. Montreal, Quebec	\$68.57	\$2,285.80

\* Sussex, Wis.-based Quad recently completed the divestiture of its book manufacturing platform in the U.S. In addition, Brainerd, Minn.-based book specialist CJK Group did not divulge its annual or book segment sales.

### TOP 5 DIRECT MAIL PRINTERS

Rank	Company	Segment Sales (Millions)	Total Sales (Millions)
1	RR Donnelley Chicago	\$473.00	\$5,500.00
2	Quad Sussex, Wis.	\$470.76	\$3,923.00
3	IWCO Direct Chanhausen, Minn.	\$464.00	\$464.00
4	Cenveo Enterprises Stamford, Conn.	\$340.00	\$1,000.00
5	SG360°, a Segerdahl Co. Wheeling, Ill.	\$255.00	\$300.00

### TOP 5 CATALOG PRINTERS\*

Rank	Company	Segment Sales (Millions)	Total Sales (Millions)
1	Quad Sussex, Wis.	\$627.68	\$3,923.00
2	Arandell Corp. Menomonee Falls, Wis.	\$88.20	\$90.00
3	The Dingley Press Lisbon, Maine	\$75.00	\$75.00
4	Walsworth Marceline, Mo.	\$37.55	\$187.75
5	Trend Offset Printing Services Los Alamitos, Calif.	\$37.50	\$375.00

### TOP 5 PUBLICATION PRINTERS\*

Rank	Company	Segment Sales (Millions)	Total Sales (Millions)
1	Quad Sussex, Wis.	\$549.22	\$3,923.00
2	Trend Offset Printing Services Los Alamitos, Calif.	\$131.25	\$375.00
3	Cenveo Enterprises Stamford, Conn.	\$110.00	\$1,000.00
4	Transcontinental Inc. Montreal, Quebec	\$68.57	\$2,285.80
5	Walsworth Marceline, Mo.	\$56.33	\$187.75

\* Warrenville, Ill.-based LSC Communications did not provide its publication printing segment sales, so does not appear in this Top 5 ranking.



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# WHO WE ARE

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## 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; and the “Show Daily” for PRINTING United, the largest industry trade show in North America.

## 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.

## PRINTING UNITED ALLIANCE

PRINTING United Alliance is the new entity borne of the merger between Specialty Graphic Imaging Association (SGIA) and Printing Industries of America (PIA). In a milestone in the printing industry, SGIA and PIA officially combined in 2020 to create the largest, most comprehensive member-based printing and graphic arts association in the United States. Members will soon have unparalleled access to preeminent education, training, workshops, events, research, government and legislative representation, safety and environmental sustainability guidance, as well as resources from the leading media company in the industry - NAPCO Media. For PRINTING United Alliance membership inquiries, visit [sgia.org](http://sgia.org). To learn more about local Affiliate membership, visit [printing.org](http://printing.org).