

Printing Impressions

Plworld.com

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

2021

Printing Impressions

300

Primarily due to the impact of COVID-19, our 38th annual list ranks the top 300 printing companies in the U.S. and Canada.



Presenting the 2021 *Printing Impressions 300*

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 300* 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 2020 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. Likewise, LSC Communications reported its sales this year as two separate companies: LSC Communications and Lakeside Book Co.

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 46).

Finally, 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 2021 Rankings?

If your company should have appeared on our 2021 *Printing Impressions 300* 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 pi300@napco.com, and we'll add your firm to our database to be contacted for inclusion in next year's rankings.

— The Editors

Printing Impressions

300

'21	'20	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	\$4,800.00	\$5,700.00	-15	Dan Knotts	33,000	SPEC 36% (Digital print and creative services, labels, supply chain mgmt., forms, BPO); COM 28%; PKG 14%; DM 11%; S/T 9%	DCW; DCS; DWF; FLX; LTR; OFS; OFW; OFD; SCR	Pub	118
2	4	Taylor Corp., N. Mankato, MN	\$3,500.00(E)	—	—	Glen Taylor	12,000	N/A	N/A	Prv	N/A
3	2	Quad, Sussex, WI	\$2,929.60	\$3,923.40	-25	Joel Quadracci	15,800	SPEC 35%; PUB 16%; INS 15%; CAT 15%; DM 13%; PKG 6%	DCW; DCS; DWF; GRV; OFS; OFW	Pub	49
4	5	Cimpres plc, Waltham, MA	\$2,593.00	\$2,481.00	+4	Robert Keane	13,000	SPEC 100% (Mass customized products, including a wide range of market segments)	DCW; DCS; DWF; OFS; OFW; OFD; SCR	Pub	22
5	—	Orora North America (dba Orora Visual and Orora Packaging Solutions), Mesquite, TX Parent: Orora Group, LTD Australia	\$2,020.00	\$1,800.00	+12	Bob Firenze	3,174	PKG 85%; DWF 8%; SPEC 6% (POS/POP); PUB 1%	DCW; DCS; DWF; FLX; LTR; OFS; OFW; OFD; SCR	Pub	15
6	6	Transcontinental Inc., Montreal, QC	\$2,015.00	\$2,285.80	-11	Peter Brues	8,000	PKG 53%; INS 17%; SPEC 13% (Premedia, distribution and TC Media); NEWS 5%; COM 4%; PUB 3%; BKS 3%; DWF 2%	DCW; DCS; DWF; FLX; OFS; OFW	Pub	39
7	3	LSC Communications, MCLC Div., Warrenville, IL Parent: Atlas Holdings	\$1,050.00	\$2,845.00	-63	Stephanie Mains	5,100	SPEC 39% (Postal optimization; premedia, print and digital production services; print management and sourcing; warehousing and fulfillment; logistics); CAT 30%; PUB 30%; DM 1%	DCS; DWF; GRV; OFS; OFW; OFD	Prv	24
8	8	Donnelley Financial Solutions, Chicago, IL	\$894.50	\$874.70	+2	Daniel Lieb	2,160	FIN 100%	N/A	Pub	N/A
9	7	Cenveo Enterprises, Stamford, CT	\$831.00	\$1,030.00	-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
10	—	Lakeside Book Co., Warrenville, IL Parent: Atlas Holdings	\$825.00	\$1,011.00	-18	Dave McCree	5,328	BKS 98%; CAT 1%; PUB 1%	N/A	Prv	16
11	12	Fort Dearborn, Elk Grove, IL	\$710.00	\$525.00	+35	Kevin Kwilinski	2,500	PKG 100%	DCW; DCS; DWF; FLX; GRV; OFS; OFW; OFD; SCR	Prv	20
12	9	CJK Group, Brainerd, MN	\$631.00(E)	—	—	Chris Kurtzman	893	N/A	N/A	Prv	N/A
13	11	FASTSIGNS International, Carrollton, TX Parent: Propelled Brands	\$609.00	\$534.00	+14	Catherine Monson	N/A	DWF 95%; SPEC 5%	DCW; DCS; DWF; FLX; GRV; LTR; OFS; OFW; OFD; SCR	Prv	750+
14	13	IWCO Direct, Chanhassen, MN Parent: Steel Connect, Inc.	\$408.20	\$464.00	-12	John Ashe	2,000	DM 100%	DCW; DCS; FLX; OFS; OFW	Pub	7
15	15	Alliance Franchise Brands, Plymouth, MI Parent: Alliance Franchise Holdings LLC	\$381.00	\$459.00	-16	Michael Marcantonio	N/A	COM 44%; DWF 20%; DM 8%; PUB 7%; SPEC 6% (Brokered); BKS 5%; CAT 5%; INS 3%; S/T 2%	DCS; DWF; OFS; OFD	Prv	651
16	14	Minuteman Press Int'l, Farmingdale, NY	\$375.12	\$463.00	-18	Robert Titus	N/A	COM 33%; DWF 20%; DM 11%; S/T 8%; SPEC 7%; GAR 7%; INS 5%; CAT 5%; FIN 3%; BKS 1%	DCS; DWF; OFS; OFD	Prv	963
17	19	Belmark inc, DePere, WI	\$369.00	\$319.00	+15	Karl Schmidt	1,000	PKG 100%	DCW; FLX; OFS; OFW	Prv	6
18	16	Ennis Inc., Midlothian, TX	\$357.97	\$438.41	-18	Keith Walters	2,096	SPEC 41% (Forms and labels, tags, envelopes); COM 20%; S/T 15%; FIN 10%; PKG 5%; DM 5%; DWF 3%; CAT 1%	DCW; DCS; DWF; FLX; OFS; OFW; SCR	Pub	54
19	17	IMAGINE, Minneapolis, MN Parent: Cerberus Capital Management; Goldman Sachs Merchant Banking; Arbour Lane Capital Management	\$322.00	\$415.00	-22	Chris Cavanaugh	1,242	SPEC 70% (Large-format/POP); FIN 10%; COM 10%; DM 5%; PKG 5%	DCW; DCS; DWF; FLX; LTR; OFS; OFD; SCR	Prv	4
20	24	4over Inc., Glendale, CA	\$310.00	\$286.20	+8	Shaheen Javadezabeh	1,100	SPEC 100% (Trade printing)	DCS; DWF; OFS; OFD	Prv	6
21	23	SG360°, a Segerdahl Co., Wheeling, IL Parent: ICV Partners	\$300.00	\$300.00	—	John Wallace	830	DM 85%; COM 15%	DCW; DCS; LTR; OFS; OFW; OFD	Prv	6
22	20	Vomela Specialty, St. Paul, MN	\$288.70	\$324.00	-10	Mark Auth	1,150	SPEC 45% (Screen printing, small-format digital, dye-sublimation); DWF 40%; COM 8%; DM 5%; PKG 2%	DCS; DWF; OFS; OFD; SCR	Prv	21
23	25	Command Companies, Secaucus, NJ	\$265.00	\$265.00	—	Steven Merson	850	BKS 52%; PKG 15%; COM 14%; FIN 10%; S/T 8%; CAT 1%	DCW; DCS; FLX; OFS; OFW	Prv	6
24	26	Mittera Group, Des Moines, IA	\$256.50	\$253.50	+1	Jon Troen	1,200	DM 30%; CAT 10%; PUB 10%; INS 10%; PKG 10%; SPEC 10% (Custom technology solutions, data and analytics, content creation.); COM 5%; DWF 5%; FIN 5%; S/T 5%	DCW; DCS; DWF; OFS; OFW; OFD	Prv	10
25	—	Canadian Bank Note, Ottawa, ON	\$254.31	\$219.11	+16	Doug Arends	1,650	SPEC 100% (Security printing)	DCS; DWF; FLX; GRV; LTR; OFS; SCR	Prv	5
26	21	Franchise Services, Inc. (Sir Speedy & PIP), Mission Viejo, CA	\$250.00	\$308.00	-18	Richard Lowe	N/A	DM 30%; SPEC 30% (Signs and other marketing services); PUB 10%; DWF 10%; COM 10%; CAT 5%; BKS 5%	DCS; DWF; OFS; OFD	Prv	220
27	30	Fortis Solutions Group, Virginia Beach, VA Parent: Harvest Partners	\$248.00	\$220.00	+12	John Wynne	850	SPEC 100% (Labels, flexible packaging, shrink sleeve, folding carton, applicators)	N/A	Prv	14
28	22	AlphaGraphics, Lakewood, CO Parent: MBE Worldwide	\$215.60	\$278.60	-22	Ryan Farris	N/A	COM 70%; DWF 15%; DM 9%; PKG 3%; CAT 3%	DCS; DWF; OFS; SCR	Prv	273
29	—	Signarama, West Palm Beach, FL Parent: United Franchise Group	\$207.81	\$231.38	-10	A.J. Titus	N/A	SPEC 100%	DCW; DCS; DWF; FLX; GRV; LTR; OFS; OFW; OFD; SCR	Prv	459
30	28	DATA Communications Management, Brampton, ON	\$203.70	\$216.20	-5	Richard Kellam	1,100	COM 45%; DM 20%; SPEC 20% (Labels, resales, warehousing and logistics, tech-enabled workflow solutions); DWF 10%; PKG 5%	DCW; DCS; DWF; FLX; OFS; OFD; SCR	Pub	10
31	31	Walsworth, Marceline, MO	\$202.00	\$187.75	+7	Don O. Walsworth	1,175	BKS 50%; PUB 30%; CAT 20%	DCS; OFS; OFW	Prv	5
32	40	American Litho, Carol Stream, IL	\$184.00	\$129.00	+42	Michael Fontana, Chris Joyaux	350	DM 60%; CAT 15%; PKG 10%; INS 10%; SPEC 3%; DWF 2%	DCW; DCS; DWF; OFS; OFW; OFD	Prv	3
33	27	Miller Zell, Atlanta, GA Parent: ISD Holdings	\$179.00	\$229.00	-21	Chip Miller	300	SPEC 34% (POP); DWF 31%; COM 22%; INS 13%	DWF; SCR	Prv	2
35	34	Smyth Companies, St. Paul, MN	\$153.00	\$143.00	+6	Scott Fisher	600	PKG 98%; COM 2%	DCW; DCS; FLX; GRV; OFS	Prv	9

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

300

'21	'20	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
36	172	Oliver Inc., Hauppauge, NY	\$150.00	\$140.00	+7	Dan Rodenbush	486	PKG 85%; COM 10%; SPEC 5% (Labels)	DCS; FLX; OFS	Prv	4
36	33	Data-Mail Inc., Newington, CT	\$150.00	\$160.00	-6	Bruce Mandell	1,050	DM 100%	DCW; DCS; OFS; OFW; OFD	Prv	2
38	43	Postal Center International (PCI), Weston, FL	\$145.00	\$125.00	+16	Ismael Diaz	250	BKS 25%; DM 20%; CAT 15%; COM 10%; S/T 10%; FIN 5%; PKG 5%; INS 5%; DWF 5%	DCW; DCS; DWF; LTR; OFS; OFD	Prv	2
39	36	DG3 Diversified Global Graphics Group, Jersey City, NJ Parent: Resilience Capital Partners	\$138.00	\$140.00	-1	Steven Babat	700	FIN 45%; COM 30%; DM 10%; SPEC 5% (Digital marketing); PKG 5%; INS 5%	DCW; DCS; OFS; OFW; OFD	Prv	5
40	42	MPI Label Systems, Sebring, OH	\$137.00	\$126.00	+8	Randy L. Kocher	550	PKG 86%; SPEC 10% (Label application equipment, RFID and NFC); IND 2%; DM 2%	DCW; DCS; DWF; FLX; SCR	Prv	12
40	41	The Phoenix Group, Philadelphia, PA	\$137.00	\$128.50	+6	Barry Green	350	COM 46%; DM 20%; PKG 16%; CAT 10%; FIN 8%	DCW; DCS; DWF; OFS; OFW	Prv	4
42	38	OneTouchPoint Inc., Hartland, WI Parent: ICV Partners	\$135.70	\$138.60	-2	David Holland	606	SPEC 100% (End-to-end marketing services, managed print programs, supply chain management, local digital marketing)	DCW; DCS; DWF; LTR; OFS; OFW; OFD	Prv	6
43	44	Freedom Graphic Systems, Milton, WI	\$134.00	\$122.00	+9	Martin Liebert	585	DM 96%; COM 3%; S/T 1%	DCW; DCS; OFW; OFD	Prv	6
44	52	Elanders Americas, Davenport, IA	\$132.90	\$93.58	+42	Sven Linke	225	BKS 45%; SPEC 40% (Subscription and e-commerce services); COM 15%	DCW; DCS; DWF; OFS; OFW	Pub	2
45	39	St. Joseph Communications, Toronto, ON	\$123.00	\$162.00	-24	Tony Gagliano	850	COM 25%; INS 20%; PUB 20%; DM 10%; S/T 10%; SPEC 5%; FIN 5%; CAT 5%	OFS; OFW	Prv	2
46	37	Sandy Alexander, Inc., Clifton, NJ	\$105.50	\$139.70	-24	Michael Graff	350	COM 39%; DM 23%; DWF 16%; CAT 8%; FIN 5%; INS 5%; SPEC 4% (Visual displays)	DCW; DCS; DWF; OFS; OFW; OFD	Prv	4
47	55	Arandell Corp., Menomonee Falls, WI Parent: Sauthair Capital Holdings	\$105.00	\$90.00	+16	Bradley Hoffman	525	CAT 98%; PUB 1%; DM 1%	OFW	Prv	1
48	35	Showdown Displays, Brooklyn Center, MN	\$102.80	\$142.40	-27	Kevin Walsh	450	DWF 100%	DWF	Prv	3
49	46	Marquis Book Printing, Montreal, QC	\$101.10	\$105.10	-3	Serge Loubier	550	BKS 90%; SPEC 5% (Yearbook and school agenda); FIN 4%; CAT 1%	DCW; DCS; OFS; OFW	Prv	3
50	47	Western States Envelope & Label, Butler, WI	\$98.58	\$103.26	-4	Steve Bayerlein	649	COM 90%; SPEC 10% (Labels and tags)	N/A	Prv	5
51	53	IMS Inc., Liverpool, NY	\$95.91	\$91.92	+4	W. Lee Vanderpool Jr.; John D. Mashia Jr.	250	S/T 90%; DM 10%	DCW; DCS	Prv	5
52	49	Lithographix Inc., Hawthorne, CA	\$95.00	\$100.00	-5	Herb Zebrack	250	SPEC 40% (OOH, dye-sublimation); COM 20%; CAT 10%; DM 10%; INS 10%; PKG 10%	DCS; DWF; OFS; OFW; OFD	Prv	1
53	58	OMNI Systems, Inc., Mayfield Village, OH	\$92.00	\$82.00	+12	Adam DeFrancesco	150	PKG 100%	DCW; FLX	Prv	1
53	—	Nahan, Saint Cloud, MN	\$92.00	—	—	Mike Ertel	375	CAT 60%; DM 40%	DCW; DCS; OFS; OFW	Prv	1
55	48	Wilten Direct, Deerfield Beach, FL	\$91.00	\$100.10	-9	Kevin Wilten	384	DM 100%	DCW; DCS; OFW; OFD	Prv	2
56	57	Lewisburg Printing, Lewisburg, TN Parent: Radial Equity Partners	\$88.00	\$84.00	+4	Thomas Hale Hawkins IV	230	PKG 75%; DWF 15%; COM 5%; SPEC 5%	DCW; DCS; DWF; OFS; OFD; SCR	Prv	7
56	—	Glenroy Inc., Menomonee Falls, WI	\$88.00	\$73.00	+20	Tom Danneker	235	PKG 100%	FLX	Prv	1
58	64	AWT Labels & Packaging, Minneapolis, MN	\$86.50	\$72.13	+19	Bruce Hanson	300	SPEC 100% (Labels and flexible packaging)	DCW; FLX	Prv	3
59	50	Specialty Print Communications, Niles, IL	\$82.50	\$96.56	-14	Adam M. LeFebvre	430	DM 85%; COM 15%	DCW; DCS; DWF; OFS; OFW; OFD	Prv	3
60	60	Discount Labels, New Albany, IN	\$82.00	\$81.00	+1	John Becker	550	PKG 90%; SPEC 10% (Promotional products)	N/A	Prv	4
61	51	Duggal Visual Solutions, New York, NY	\$78.50	\$93.80	-16	Michael Duggal	391	SPEC 44% (Custom displays, retouching, multimedia, and photographic work); DWF 42%; COM 10%; CAT 2%; BKS 2%	DCS; DWF	Prv	9
62	76	Outlook Group, Neenah, WI	\$78.00	\$72.00	+8	Kevin Hayes	330	PKG 52%; SPEC 48% (Labels and tags)	DCW; FLX; GRV; OFS	Prv	2
63	63	Worzalla Inc., Stevens Point, WI	\$77.00	\$73.00	+5	Jim Fetherston	340	BKS 100%	OFS; OFW	Emp	1
64	67	Tri-State Envelope, Ashland, PA	\$71.25	\$70.45	+1	John Swensen	470	DM 60%; FIN 20%; COM 20%	FLX; LTR; OFS	Emp	3
65	65	I.D. Images, Brunswick, OH	\$69.60	\$58.44	+19	Brian Gale	301	PKG 90%; SPEC 8% (Plastic products, ribbons, printers); DWF 2%	N/A	Prv	7
66	70	Royle Printing, Sun Prairie, WI	\$69.50	\$66.00	+5	Chris Carpenter	290	CAT 50%; PUB 45%; DM 5%	OFS; OFW	Prv	2
67	—	JohnsByrne Co., Niles, IL	\$69.20	\$78.60	-11	Corey Gustafson	179	PKG 64%; DM 20%; COM 16%	N/A	Prv	2
68	72	Diversified Labeling Solutions, Itasca, IL Parent: TSC Auto ID Technology Co., Ltd.	\$68.16	\$64.43	+5	Jim Kersten	213	SPEC 100% (Labels and tags)	DCW; FLX	Pub	4
69	90	Bradford & Bigelow, Newburyport, MA	\$65.30	\$52.50	+24	John Galligan	188	BKS 100%	DCW; DCS; OFS; OFW	Prv	1
70	61	The Dingley Press, Lisbon, ME	\$65.00	\$75.00	-13	Eric Lane	350	CAT 100%	OFW	Prv	1
70	81	Mod-Pac Corp., Buffalo, NY	\$65.00	\$60.00	+8	Daniel Keane	315	PKG 100%	OFS	Prv	1
70	68	Core Publishing Solutions, Eagan, MN Parent: Thomson Reuters Eagan, MN	\$65.00	\$67.40	-3	Todd Roth	430	BKS 100%	DCW; DCS; OFS; OFW	Pub	1
73	69	DCG ONE, Seattle, WA	\$64.97	\$67.24	-3	Brad Clarke	327	DM 36%; COM 26%; SPEC 11% (Agency); DWF 10%; PKG 5%; CAT 5%; S/T 4%; INS 2%; PUB 1%	DCS; DWF; LTR; OFS; OFW	Prv	3
74	79	PostcardMania, Clearwater, FL	\$64.25	\$60.54	+6	Joy Gendusa	320	DM 100%	DCS; OFS	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

300

'21	'20	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
75	56	SpeedPro , Centennial, CO Parent: Fairfield Maxwell Ltd.	\$62.00	\$74.00	-16	Larry Oberly	N/A	DWF 100%	DWF	Prv	123
76	91	K1 Packaging Group , City of Industry, CA	\$61.00	\$51.00	+19	Mike Tsai	125	PKG 100%	DCW; DCS; FLX; OFS; SCR	Prv	2
77	129	The Dot Corporation , Irvine, CA	\$60.30	\$33.10	+82	Bruce M. Carson	170	COM 42%; DM 20%; SPEC 10%; CAT 10%; INS 10%; FIN 5%; DWF 3%	DCS; DWF; OFS; OFW	Prv	3
78	87	ENPOINTE , Brooklyn Park, MN	\$60.20	\$57.60	+4	Gary L. Garner	240	COM 45%; DM 20%; FIN 20%; SPEC 15% (Creative, IT services, distribution services, promotional products, media, search engine)	DCW; DCS; OFS; OFW	Prv	3
79	54	DS Graphics/Universal Wilde , Lowell, MA	\$59.15	\$91.85	-35	Jeffrey Pallis	275	DM 25%; CAT 20%; BKS 15%; SPEC 15% (Mailing and fulfillment); COM 10%; S/T 5%; FIN 5%; PUB 5%	DCW; DCS; DWF; OFS; OFW	Prv	3
80	—	ICS Corp. , West Deptford, NJ	\$57.50	\$80.40	-28	Matthew J Bastian	350	DM 100%	N/A	Prv	1
81	77	Diamond Packaging , Rochester, NY	\$57.00	\$61.00	-6	Karla Fichter	230	PKG 100%	FLX; OFS	Prv	2
81	—	Prisma Graphic , Phoenix, AZ	\$57.00	\$61.00	-6	Robert Anderson	300	COM 25%; DM 25%; SPEC 25% (Digital on-demand storefronts); PKG 10%; BKS 5%; CAT 5%; PUB 5%	DCW; DCS; DWF; OFS; OFW; OFD	Prv	2
83	85	National Graphics , Guilford, CT	\$56.80	\$56.50	—	Michael Napoli	198	DM 100%	OFS; OFW	Prv	3
84	83	KP LLC , San Leandro, CA	\$55.50	\$57.50	-3	Brett Olszewski	300	DM 30%; S/T 20%; SPEC 20% (Data management, e-commerce portals, document automation, multi- channel, email, fulfillment, labels); COM 15%; FIN 10%; PKG 3%; BKS 2%	DCW; DCS; DWF; FLX; OFS; OFW; OFD	Prv	7
85	96	HATTERAS , Tinton Falls, NJ	\$55.00	\$47.00	+17	Bill Duerr	310	COM 45%; DM 20%; DWF 20%; PKG 15%	DCS; DWF; OFS	Prv	2
86	93	Drummond , Jacksonville, FL	\$54.70	\$49.20	+11	John Falconetti	245	COM 50%; DWF 20%; DM 20%; CAT 5%; PUB 5%	DCS; DWF; OFS; OFW	Prv	5
87	78	Stouse LLC , New Century, KS Parent: Goldner Hawn	\$53.83	\$60.65	-11	Clay Davis	370	SPEC 100% (Decals, magnets, roll labels, signs, plastic products, folding cartons)	DCW; DCS; DWF; FLX; SCR	Prv	1
88	73	Primary Color , Cypress, CA	\$52.00	\$63.60	-18	Dan Hirt	265	DWF 40%; COM 20%; DM 15%; SPEC 10% (Fabrication, installations.); PKG 10%; CAT 5%	DCS; DWF; OFS	Prv	2
88	84	PCI Group , Fort Mill, SC	\$52.00	\$56.58	-8	Christian Kropac	269	S/T 99%; DM 1%	DCW; DCS	Prv	2
90	—	H.S. Crocker Co. , Huntley, IL	\$51.11	\$53.45	-4	Ron Giordano	161	PKG 100%	FLX; LTR	Emp	2
91	88	Gill Studios , Lenexa, KS	\$50.30	\$54.25	-7	Donald A. Gill	425	PKG 66%; SPEC 34% (Promotional products)	N/A	Prv	1
92	86	Ward-Kraft Inc. , Fort Scott, KS	\$50.00	\$56.30	-11	Roger Kraft	235	SPEC 100% (Forms, labels and tags, plastic products)	N/A	Prv	1
93	97	Repacorp Label Products , Tipp City, OH	\$49.00	\$45.00	+8	Rick M. Heinel	213	PKG 99%; DWF 0%	N/A	Prv	3
94	121	Intellicor Communications , Lancaster, PA	\$48.00	\$35.00	+37	Michael Hurly	420	DM 30%; PUB 25%; CAT 20%; BKS 15%; COM 10%	DCS; OFS; OFW	Prv	4
95	104	Southeastern , Hialeah, FL	\$47.90	\$41.90	+14	Don Mader	150	COM 80%; CAT 8%; PUB 8%; DM 4%	DCW; DCS; DWF; OFS	Prv	2
96	118	LCP , Waukegan, IL	\$46.50	\$35.10	+32	Thomas Johnson	180	COM 40%; SPEC 40% (Grand-format, cut-sheet digital, fulfillment, storage and mailing); DM 20%	DCS; DWF; LTR; OFS	Prv	2
97	74	Thomas Printworks , Richardson, TX	\$45.63	\$51.01	-10	Bryan Thomas	375	COM 32%; DWF 25%; S/T 17%; DM 15%; INS 5%; CAT 5%	DCS; DWF; LTR; OFS; OFD	Prv	25
98	198	SeaChange , Minneapolis, MN	\$45.35	\$19.96	+127	Wendi Breuer	142	DM 35%; SPEC 25% (Election services, technology services, promotional items); PKG 20%; COM 10%; FIN 10%	DCW; DCS; DWF; OFS; OFW	Prv	2
99	94	Quantum Group , Morton Grove, IL	\$45.00	\$49.00	-8	Cheryl Kahanec	180	DM 45%; COM 35%; S/T 15%; FIN 5%	DCW; DCS; OFS	Prv	2
99	145	Candid Litho/Candid Worldwide , Farmingdale, NY	\$45.00	\$30.00	+50	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
99	100	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
102	—	MinMor Industries , Minneapolis, MN	\$44.00	\$39.00	+12	Kim Miner	160	PKG 70%; SPEC 30% (Printed novelties)	FLX; OFS; OFW	Prv	2
103	102	Cathedral Corp. , Rome, NY	\$43.95	\$42.32	+3	Marianne W. Gaige	280	S/T 60%; DM 40%	DCW; DCS; DWF; LTR	Prv	4
104	—	Canva Group , Montreal, QC	\$43.00	\$28.00	+53	Hugo Leclair	350	IND 55%; COM 45%	N/A	Prv	5
105	170	AZZ Printing , Jackson, MS	\$42.60	\$24.80	+71	Allen Taheri	223	DM 50%; DWF 30%; COM 20%	DCS; DWF; OFS	Prv	4
106	107	A.B. Data Ltd. , Milwaukee, WI	\$40.25	\$34.43	+16	Bruce Arbit	159	DM 51%; S/T 49%	DCW; DCS; OFW	Prv	2
107	186	Advanced Image Direct , Fullerton, CA	\$40.00	\$30.00	+33	Ty McMillin	145	DM 100%	DCW; DCS; FLX; OFW; OFD	Prv	1
108	99	ANRO Inc. , West Chester, PA	\$39.60	\$45.80	-13	James A. Spinelli Jr.	117	DM 61%; COM 30%; SPEC 9% (Wide-format and Web services)	DCW; DCS; DWF; LTR; OFS; OFD	Prv	1
109	136	Ironmark , Annapolis Junction, MD	\$39.25	\$32.17	+22	Jeff Ostenso	160	COM 40%; SPEC 25% (Promotional products, creative services, digital marketing); DM 15%; BKS 15%; DWF 5%	DCW; DCS; DWF; OFS; OFW	Prv	2
110	92	Modern Litho , Jefferson City, MO	\$38.80	\$50.20	-22	D. Moore	260	PUB 50%; COM 30%; CAT 8%; DM 8%; PKG 2%; DWF 1%; BKS 1%	DCS; DWF; LTR; OFS	Prv	5
111	—	Grandville Printing , Grandville, MI	\$38.00	\$46.00	-17	Patrick J. Brewer	220	INS 45%; SPEC 45% (Digital printing); COM 8%	DCW; DCS; DWF; OFS; OFW; OFD	Prv	3
112	168	Smith-Edwards-Dunlap , Philadelphia, PA	\$37.30	\$25.00	+49	Jonathan Shapiro	85	COM 70%; DM 20%; FIN 10%	DCS; OFS	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

Printing Impressions

300

'21	'20	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
113	80	BCT, Fort Lauderdale, FL	\$37.00	\$60.06	-38	William Wilkerson	N/A	COM 100%	DCS; DWF; LTR; OFS; OFD	Prv	22
114	106	The YGS Group, York, PA	\$36.60	\$40.75	-10	Jim Kell	177	PUB 45%; SPEC 20% (Marketing services); CAT 15%; COM 10%; DM 10%	DCS; DWF; LTR; OFS	Prv	3
115	111	Geographics Inc., Atlanta, GA	\$36.00	\$38.00	-5	Norvin C. Hagan	150	COM 40%; CAT 25%; INS 15%; DM 10%; SPEC 5%; PUB 5%	DCS; OFS; OFW; OFD	Prv	1
115	115	TPC Printing & Packaging, Chattanooga, TN	\$36.00	\$36.00	—	Joseph A. Schmisrauter	160	PKG 100%	DCS; FLX; OFS; SCR	Prv	1
115	153	Kenmore Envelope, Henrico, VA	\$36.00	\$31.00	+16	Scott Evans	170	DM 99%; S/T 1%	OFS	Prv	1
118	132	CP Direct, Lanham, MD	\$35.50	\$32.75	+8	Matt Trotta	116	DM 100%	OFS; OFW	Prv	1
119	89	Southwest Offset Printing, Gardena, CA	\$35.00	\$54.00	-35	Dutch Greve	340	PUB 40%; NEWS 30%; COM 20%; CAT 10%	OFW	Prv	2
119	125	King Printing, Lowell, MA	\$35.00	\$34.00	+2	Adi Chinai	100	BKS 99%; PUB 1%	DCW; DCS; OFS	Prv	1
121	108	Britten Studios, Traverse City, MI	\$34.00	\$48.00	-29	Paul Britten	229	N/A	N/A	Prv	6
122	117	Craftline Graphics, Fort Wayne, IN	\$33.60	\$35.80	-6	Henry Freistroffer	217	BKS 95%; FIN 5%	OFS; OFW	Prv	1
123	128	Bolger Vision Beyond Print, Minneapolis, MN	\$33.40	\$33.40	+0	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
124	119	Sterling Digital Print, Hauppauge, NY	\$33.10	\$35.10	-5	Ed McAllister	144	FIN 40%; BKS 20%; INS 10%; COM 10%; PUB 10%; DM 10%	DCW; DCS; OFS; OFW	Prv	1
125	126	The Maple Press Co., York, PA	\$33.00	\$34.00	-2	James Wisotzkey	335	BKS 100%	DCW; DCS; OFS; OFW	Prv	1
126	—	Journal Graphics, Portland, OR	\$31.77	\$45.25	-29	Tiffany Spears	127	PUB 70%; COM 15%; CAT 10%; INS 5%	OFW	Prv	1
127	151	Data Label Inc., Terre Haute, IN	\$31.44	\$30.00	+4	Kurt Kahl	92	SPEC 100% (Pressure-sensitive labels and tags)	DCW; FLX	Prv	1
128	164	Grafika Commercial Printing, Sinking Spring, PA	\$31.37	\$25.50	+23	Bernard J. Elzer III	108	SPEC 54% (Tags, labels and wall decals); PKG 45%; COM 1%	DCW; DCS; FLX; OFS; SCR	Prv	1
129	134	Direct Technologies, Suwanee, GA	\$31.09	\$32.66	-4	David Jacobson	120	DM 80%; FIN 20%	DCW; DCS	Prv	2
130	—	ColorDynamics, Allen, TX	\$31.00	\$35.00	-11	Matt Coltharp	170	DWF 30%; COM 30%; DM 25%; CAT 5%; PUB 5%; BKS 5%	DCS; DWF; OFS; OFW	Prv	1
130	177	Alexander's Print Advantage, Lindon, UT	\$31.00	\$23.00	+34	Jeff Alexander	190	BKS 75%; COM 10%; DWF 10%; DM 5%	DCS; DWF	Prv	1
130	160	Paragraph Inc., Montreal, QC	\$31.00	\$36.00	-13	Martine Lepine	180	COM 40%; PKG 35%; DWF 20%; INS 5%	DCS; DWF; OFS	Prv	2
133	110	Suttle-Straus Inc., Waunakee, WI	\$30.35	\$38.20	-20	Ted Straus	190	DM 40%; DWF 20%; COM 20%; S/T 10%; CAT 5%; INS 5%	DCS; DWF; OFS; OFW; OFD	Prv	1
134	143	APS Marketing Group, Brooklyn, NY	\$30.00	\$30.00	—	Isaac Braun	60	GAR 50%; COM 40%; CAT 5%; DM 5%	N/A	Prv	1
134	146	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
134	—	AMP Printing, Dublin, CA	\$30.00	\$28.00	+7	Kathy Main	125	COM 30%; DWF 25%; PKG 20%; CAT 10%; DM 10%; INS 5%	DCS; DWF; LTR; OFS; OFD	Prv	2
134	—	ICON Digital Productions Inc., Markham, ON	\$30.00	\$42.00	-28	Alex Christopoulos	190	DWF 60%; COM 15%; PKG 10%; INS 10%; DM 5%	N/A	Prv	2
138	—	Premier Press, Portland, OR	\$29.55	\$24.81	+19	Julit Cordill	150	COM 30%; DWF 20%; PKG 20%; DM 15%; SPEC 5% (Color studio, creative, and design.); BKS 5%; CAT 5%	DCW; DCS; DWF; LTR; OFS; OFD	Prv	1
139	112	Baesman Group, Hilliard, OH	\$29.00	\$38.00	-23	Rod Baesman	130	DM 40%; SPEC 40% (Retail point-of-purchase); COM 20%	DCW; DCS; DWF; OFS	Prv	2
140	158	Empire Screen Printing, Onalaska, WI	\$28.52	\$25.37	+12	John Freismuth	271	COM 80%; SPEC 20%	DCW; DCS; DWF; FLX; SCR	Prv	1
141	154	McNaughton & Gunn, Saline, MI	\$28.00	\$26.00	+7	Julie McFarland	150	BKS 100%	DCS; OFS; OFW	Prv	1
142	—	Phase 3 Marketing and Communications, Atlanta, GA	\$27.76	\$34.98	-20	Ken Holsclaw	200	SPEC 43% (Agency services, fabrication, warehousing, distribution); DWF 36%; COM 14%; DM 5%	DCS; DWF	Prv	3
143	98	Image Options, Foothill Ranch, CA	\$27.50	\$29.97	-8	Brian Hite	110	SPEC 97% (Large-format digital and fabrication.); DWF 2%	DWF	Prv	2
144	138	Stolze Printing, Bridgeton, MO	\$27.20	\$31.90	-14	Phillip D. Stolze, David B. Stolze	98	DM 75%; COM 25%	DCS; OFS	Prv	1
145	163	Johnson & Quin, Niles, IL	\$27.10	\$26.00	+4	David R. Henkel	100	DM 93%; INS 7%	DCW; DCS; OFW	Prv	1
145	135	EP Graphics, Berne, IN	\$27.10	\$32.50	-16	Tyler N. Kitt	125	CAT 49%; PUB 40%; DM 10%; SPEC 1% (Fulfillment)	DCS; OFW	Prv	1
147	—	PDF Print Communications Inc., Signal Hill, CA	\$26.88	\$22.52	+19	Kevin Mullaney	151	SPEC 86% (Forms and plastic product cards); PKG 8%; COM 6%	N/A	Prv	6
148	122	Forum Communications Printing, Detroit Lakes, MN Parent: Forum Communications Co.	\$26.80	\$34.49	-22	Dave Erstad	203	COM 28%; PUB 28%; BKS 20%; NEWS 14%; CAT 7%; INS 2%; DM 1%	DCS; OFS; OFW	Prv	3

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

300

'21	'20	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
149	127	Pecuh Printing, Price, UT	\$26.60	\$33.80	-21	Frank Pecuh Jr.	120	COM 62%; PKG 35%; DWF 3%	DCS; DWF; OFS	Prv	3
150	155	Salem One, Winston-Salem, NC	\$26.00	\$28.00	-7	Phil Kelley Jr.	131	DM 35%; PKG 33%; COM 15%; FIN 10%; DWF 7%	DCW; DCS; DWF; FLX; LTR; OFS	Prv	2
150	169	Litho Press, Indianapolis, IN	\$26.00	\$24.85	+4	Bernie Lacy, John Lacy	45	PKG 90%; COM 10%	DWF; OFS	Prv	1
152	137	Alcom Printing Group, Harleysville, PA	\$25.34	\$31.12	-18	Don Eichman	120	COM 65%; FIN 10%; DWF 6%; PKG 5%; CAT 5%; DM 5%; PUB 3%; BKS 1%	DCS; DWF; OFS; OFW; OFD	Prv	2
153	—	Acme Press d/b/a Calitho, Concord, CA	\$25.00	\$17.00	+47	Mardjan Taheripour	135	PKG 30%; COM 30%; DWF 23%; DM 12%; CAT 5%	DCS; DWF; LTR; OFS; OFD; SCR	Prv	2
153	150	Master Graphics, Rochelle, IL	\$25.00	\$29.00	-13	Kenneth Love	83	INS 35%; DM 35%; FIN 25%; COM 5%	OFW	Prv	2
155	166	Tapecon Inc., Buffalo, NY	\$24.75	\$25.09	-1	Steven Davis	110	SPEC 95% (Medical devices, printed electronics, custom converting and fabrication); PKG 5%	DCW; DCS; FLX; SCR	Prv	1
156	148	Heeter, Imperial, PA	\$24.50	\$29.30	-16	Scott Heeter	130	DM 40%; BKS 20%; COM 20%; SPEC 10%; PUB 5%; PKG 5%	DCW; DCS; DWF; OFS; OFD	Prv	3
157	130	Worth Higgins & Associates, Richmond, VA	\$24.00	\$33.00	-27	Benny Bowman	185	COM 100%	DCS; DWF; OFS	Emp	3
157	139	Olympus Group, Milwaukee, WI	\$24.00	\$31.30	-23	Brian Adam	200	DWF 100%	DWF	Prv	4
159	—	Alliance Printing, Houston, TX	\$23.50	\$24.50	-4	Jeff Birmingham	115	SPEC 40% (40% Labels - flexographic and digital); COM 25%; CAT 20%; DM 15%	DCW; DCS; FLX; OFS; OFD	Prv	2
159	196	Cowan Graphics Inc., Edmonton, AB	\$23.50	\$20.11	+16	Blaine MacMillan	145	DWF 60%; SPEC 40% (Fleet graphics, screen print)	DCS; DWF; SCR	Prv	3
161	176	United Mail, Louisville, KY Parent: United Communications	\$23.10	\$23.40	-1	Tom Clines	200	DM 80%; S/T 20%	DCW; DCS; LTR	Prv	2
162	185	Aspen Press and Packaging, Salt Lake City, UT	\$23.00	\$22.10	+4	Scott Robbins	94	PKG 70%; COM 25%; SPEC 5% (Flexible)	DCS; OFS	Prv	1
163	197	DMM Inc., Scarborough, ME	\$22.51	\$20.12	+11	John Cloutier	125	S/T 70%; SPEC 10% (Fulfillment distribution); FIN 10%; DM 10%	DCW; DCS	Prv	2
164	161	Envelope Mart U.S.A., Northwood, OH	\$22.50	\$26.90	-16	Norman Shapiro	150	SPEC 80% (Envelopes); COM 20%	DCS; DWF; FLX; OFS	Prv	1
165	173	Westamerica Communications, Lake Forest, CA	\$22.30	\$24.30	-8	Doug Grant	100	COM 60%; DM 20%; DWF 10%; PKG 10%	DCS; DWF; LTR; OFS	Prv	2
166	180	Graphic Village, Cincinnati, OH Parent: Revitalize Capital	\$22.00	\$22.90	-3	Eric Kahn	160	COM 40%; DM 15%; SPEC 15%; DWF 15%; PKG 10%; GAR 5%	DCS; DWF; OFS; SCR	Prv	2
167	—	iColor Printing & Mailing, Los Angeles, CA	\$21.70	\$23.33	-6	Adil Khan	56	DM 70%; PUB 20%; PKG 5%; SPEC 5%	DCS; DWF; FLX; OFS; OFW; OFD	Prv	5
168	191	BR Printers, San Jose, CA	\$21.44	\$21.60	—	Adam DeMaestri	150	BKS 65%; COM 25%; DM 10%	DCW; DCS; DWF	Prv	4
169	193	Strategic Factory, Owings Mills, MD	\$21.30	\$20.80	+2	Keith Miller	150	DM 24%; COM 20%; CAT 15%; SPEC 14% (Graphic design, marketing, digital and website services, signage); BKS 10%; FIN 5%; PUB 5%; S/T 5%; PKG 2%	DCW; DCS; DWF; OFS; OFD	Prv	3
170	182	Vivid Impact, Louisville, KY	\$21.00	\$22.50	-6	Gregory Buchheit	155	COM 40%; DWF 25%; SPEC 20% (On-demand, fulfillment); PKG 15%	DCS; DWF; OFS	Prv	1
171	189	TLF Graphics, Fairport, NY	\$20.80	\$21.70	-4	Robert P. McJury	126	SPEC 90% (Labels, signage, flexo, roll digital); DWF 10%	DCW; DCS; DWF; FLX; SCR	Prv	2
172	162	Midway Press, Dallas, TX	\$20.70	\$26.40	-21	T. Cass Andrews	105	PUB 60%; NEWS 35%; BKS 5%	OFW	Prv	1
173	195	Compu-Mail, Grand Island, NY	\$20.50	\$20.30	—	Michael Vitth	99	DM 100%	DCW; DCS; DWF	Prv	1
174	—	Turso Cos., St. Paul, MN	\$20.00	\$20.20	—	Michelle Rencher	69	IND 90%; PKG 10%	DCW; FLX; OFS	Prv	2
174	178	Spectra Print, Stevens Point, WI	\$20.00	\$23.00	-13	Eric Hofmeister	120	COM 100%	DCW; DCS; DWF; OFS; OFW	Prv	1
174	183	Think Patented, Miamisburg, OH	\$20.00	\$22.50	-11	Kenneth McNeerney, Niels Winther	130	COM 32%; SPEC 26%; DM 15%; PUB 8%; PKG 8%; INS 6%; CAT 5%	DCS; DWF; OFS; OFD	Prv	1
174	179	The Label Printers, Aurora, IL	\$20.00	\$23.00	-13	William J. Kane	52	SPEC 95% (Labels and tags); PKG 5%	DCW; DCS; FLX	Prv	2
174	205	Design Distributors, Deer Park, NY	\$20.00	\$19.00	+5	Adam Avrick	85	DM 80%; PKG 15%; COM 5%	DCW; DCS; DWF; OFS; OFW	Prv	3
179	167	Best Press, Addison, TX	\$19.80	\$25.02	-20	Katie Kalisher, Ashley Kalisher	100	COM 55%; DM 15%; SPEC 10% (Marketing collateral, inventory fulfillment, order processing, warehousing, branded e-commerce stores); DWF 10%; PKG 10%	DCS; DWF; LTR; OFS; OFD	Prv	1
180	—	HardingPoorman, Indianapolis, IN	\$19.57	\$22.96	-14	David Harding	95	COM 50%; DWF 20%; PKG 10%; DM 10%; INS 10%	DCS; DWF; OFS	Prv	1
181	202	DreamWorks Graphic Communications, Glenview, IL	\$18.60	\$19.25	-3	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

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

300

'21	'20	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
182	199	Robin Enterprises, Westerville, OH	\$18.51	\$19.89	-6	Brad Hance	124	COM 90%; PKG 10%	DCS; DWF; LTR; OFS	Prv	1
183	214	Imperial Communications, New Berlin, WI	\$18.10	\$17.70	+2	Jason Stormowski	73	SPEC 40% (P-O-P); PKG 20%; COM 10%; DM 10%; INS 10%; DWF 10%	DCS; DWF; OFS	Prv	2
183	208	ID Label, Lake Villa, IL	\$18.10	\$18.60	-2	Neil Johnston	75	SPEC 100% (Variable image labels)	DCW; FLX	Prv	2
185	262	D'Andrea Visual Communications, Cypress, CA	\$18.00	\$12.50	+44	David D'Andrea	80	SPEC 65% (Grand-format printing, custom fabrication, installations); PKG 15%; CAT 10%; DM 10%	DCS; DWF; OFS	Prv	2
186	213	Techprint Inc., Lawrence, MA	\$17.90	\$17.70	+1	Paul J. Durant Jr.	100	SPEC 90% (Labels, graphic overlays, printed electronics); PKG 10%	DCW; DCS; FLX; SCR	Prv	1
187	—	Weldon, Williams & Lick, Ft. Smith, AR	\$17.54	\$39.80	-55	Tracey Geren	125	SPEC 100% (Security printing and access control)	DCW; DCS; FLX; LTR; OFS; OFD; SCR	Prv	1
188	230	Mel Printing, Taylor, MI	\$17.50	\$15.50	+12	Mike Filkovich	50	BKS 40%; COM 20%; PKG 10%; PUB 10%; DM 10%; DWF 5%; CAT 5%	DCS; DWF; OFS	Prv	2
189	221	Slate Group, Lubbock, TX	\$17.19	\$16.79	+2	Don Denny	95	CAT 35%; COM 25%; DWF 15%; PUB 10%; DM 10%; BKS 5%	DCS; DWF; LTR; OFS	Prv	1
190	—	AccuLink, Greenville, NC	\$17.10	\$18.40	-7	Tom O'Brien	110	SPEC 92% (Specialty printing - photo-gift and photo-card production for e-commerce fulfillment); DWF 3%; PKG 3%; DM 2%	DCW; DCS; DWF	Prv	1
191	212	Amidon Graphics, St. Paul, MN	\$17.06	\$18.04	-5	Karen J. Amidon	85	CAT 45%; SPEC 30%; DM 15%; PKG 10%	OFW; OFD	Prv	1
192	—	HBP Inc., Hagerstown, MD	\$17.00	\$22.50	-24	John Snyder	140	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
193	223	Wallace Graphics, Duluth, GA	\$16.40	\$16.50	—	Jonathan Wallace	80	COM 60%; DM 20%; DWF 20%	DCS; DWF; OFS	Prv	1
194	260	Garlich Printing, St. Louis, MO	\$16.35	\$13.00	+25	Brad Garlich	60	SPEC 40% (POS, tear pads); COM 30%; DM 20%; BKS 5%; CAT 5%	DCS; LTR; OFS; OFD	Emp	2
195	228	Aradius Group, Omaha, NE	\$15.70	\$15.70	—	Steven D. Hayes	5	DM 70%; SPEC 20% (Agency); COM 10%	DCS; OFS; OFW; OFD	Prv	1
196	203	Team Concept Printing & Thermography, Carol Stream, IL	\$15.59	\$19.25	-19	Anthony Rouse	55	COM 54%; DM 17%; PKG 15%; DWF 9%; SPEC 5% (Plastic products)	N/A	Prv	1
197	264	Seaway Printing, Green Bay, WI	\$15.44	\$12.97	+19	Kevin Heslin	58	PUB 60%; BKS 25%; CAT 10%; COM 5%	DCW; DCS; OFS	Prv	1
198	—	Modernistic Inc., Stillwater, MN	\$15.17	\$17.12	-11	James Schulte	110	IND 32%; DWF 32%; SPEC 32% (Screen POP); COM 4%	DCS; DWF; LTR; SCR	Prv	1
199	204	Hopkins Printing, Columbus, OH	\$15.11	\$19.15	-21	Jim Hopkins	94	COM 29%; DM 21%; SPEC 17% (Support material.); PUB 12%; CAT 9%; DWF 6%; PKG 4%; BKS 2%	DCS; DWF; OFS	Emp	1
199	235	AmericaL Inc., Omaha, NE	\$15.11	\$14.57	+3	John Peterson	63	PKG 100%	N/A	Prv	1
201	233	Highland Computer Forms, Hillsboro, OH	\$15.00	\$17.00	-11	Steven Patton	85	SPEC 95% (Forms, labels and tags); PKG 5%	N/A	Prv	2
201	224	3A Press, Lajas, PR	\$15.00	\$16.17	-7	Marie A. Rosado	140	SPEC 55% (Healthcare printing); PKG 45%	DCS; OFS; OFW	Prv	1
201	217	Allen Printing, Nashville, TN	\$15.00	\$17.00	-11	Shannon Heffington	130	COM 100%	DCS; LTR; OFS	Prv	2
201	247	Hederman Brothers, Madison, MS	\$15.00	\$14.20	+5	Doug Hederman	99	DM 35%; COM 25%; DWF 15%; PUB 15%; BKS 5%; CAT 5%	DCS; DWF; OFS; OFD	Prv	2
205	219	CE Printed Products, Carol Stream, IL	\$14.99	\$16.93	-11	Robert Ohr	76	SPEC 100% (Envelopes, letterhead, business cards, stationery)	DCS; FLX; OFS	Prv	2
206	268	Turbo Images, Saint-Georges, QC	\$14.62	\$12.12	+20	Charles Veilleux	135	DWF 100%	N/A	Prv	5
207	—	ABOX Packaging, Forney, TX	\$14.50	\$13.00	+11	Keith Thompson	75	SPEC 100% (Packaging)	N/A	Prv	1
208	215	MAR, Valmeyer, IL	\$14.48	\$17.53	-17	Rick Roever	80	DM 75%; SPEC 15% (Forms); COM 10%	N/A	Prv	1
209	222	Repco Solutions Inc, St Louis, MO	\$14.29	\$16.67	-14	Fritz Zaegel	44	CAT 35%; DM 25%; COM 15%; PKG 10%; INS 10%; DWF 5%	DCS; OFS; OFW	Prv	1
210	—	Visions Inc., Brooklyn Park, MN	\$14.21	\$17.79	-20	Jon Otto	98	COM 24%; DM 22%; DWF 10%; PKG 9%; INS 8%; IND 8%; FIN 5%; BKS 4%; CAT 3%; PUB 3%; SPEC 3% (Specialty products, design, creative services, wide-format); S/T 1%	N/A	Prv	2
211	229	Holland Litho Printing Service, Zeeland, MI	\$14.10	\$15.60	-9	Rick Baarman	90	COM 40%; DM 37%; CAT 10%; PKG 10%; PUB 2%; BKS 1%	DCS; OFS	Prv	1
212	258	Foster Printing, Santa Ana, CA	\$14.02	\$13.48	+4	Tim Blackburn	31	PKG 95%; SPEC 5% (POP)	OFS	Prv	1
213	250	Kubin-Nicholson Corp., Milwaukee, WI	\$14.00	\$14.00	—	Michael Rees	62	COM 60%; SPEC 40% (Out-of-home, outdoor and transit specialty/decor)	DWF; OFS	Prv	2
213	227	Color Ink, Sussex, WI	\$14.00	\$16.00	-12	Todd Meissner	52	PKG 45%; DWF 40%; IND 10%; FIN 5%	DCS; DWF; OFS	Prv	1
213	—	Action Printing, Fond du Lac, WI Parent: Gannett	\$14.00	\$14.00	—	Paul Gaier	70	COM 90%; DM 10%	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

Printing Impressions

300

'21	'20	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
213	263	Choctaw Print Services , Durant, OK Parent: Choctaw Nation of Oklahoma	\$14.00	\$12.70	+10	Russell Marcum	20	SPEC 50% (Promotional products, apparel); DM 35%; CAT 10%; BKS 5%	DCS; OFS; SCR	Prv	1
213	259	Fort Orange Press , Albany, NY	\$14.00	\$13.25	+5	Robert F. Witko	35	DM 50%; BKS 20%; CAT 20%; PUB 10%	DCW; DCS; OFS; OFD	Prv	2
213	—	Warneke Paper Box , Denver, CO	\$14.00	\$12.00	+16	Stacy Warneke	71	PKG 100%	OFS	Prv	1
213	315	Big Mountain Imaging , Philadelphia, PA	\$14.00	\$8.00	+75	Jason Cardonick	42	SPEC 90% (Large/grand-format); DWF 10%	DWF	Prv	2
220	226	Visual Marking Systems , Twinsburg, OH	\$13.90	\$16.10	-13	Dolf Kahle	124	SPEC 100% (OEM, fleet, POP, public transportation, consumables, apparel, textiles)	DCW; DCS; DWF; OFW; SCR	Prv	2
221	234	Heritage Integrated , El Reno, OK	\$13.60	\$15.10	-9	David Delana	72	DM 58%; COM 21%; INS 10%; PKG 6%; BKS 5%	DCS; DWF; LTR; OFS; OFD	Prv	1
221	255	METZGERS , Toledo, OH	\$13.60	\$13.50	+0	Tony Metzger	75	COM 45%; SPEC 25% (Fulfillment, wide-format, eServices); DM 20%; PKG 5%; CAT 5%	DCS; DWF; OFS; OFD	Prv	1
223	220	Maggio Data Forms , Hauppauge, NY	\$13.50	\$16.90	-20	Robert Maggio	80	SPEC 90% (Custom business forms, forms with integrated cards, and labels); DM 10%	DCW; DCS; OFW	Prv	1
223	—	Formosa Packaging , Irvine, CA Parent: Hotali Co.	\$13.50	\$12.50	+8	Bonnie Huang	70	PKG 100%	DCW; FLX; GRV; OFD	Prv	2
225	209	Neyenesch Printers , San Diego, CA	\$13.35	\$18.39	-27	Cliff Neyenesch, Carol A. Bentley	63	COM 100%	DCS; LTR; OFS	Prv	1
226	249	Graphic Dimensions , Austell, GA	\$13.00	\$13.90	-6	Jay Scammell	100	N/A	N/A	Prv	3
226	236	Thysse , Oregon, WI	\$13.00	\$15.00	-13	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
226	261	Sharpe Co. , Winston Salem, NC	\$13.00	\$12.00	+8	Chad Sealey	80	DWF 45%; COM 25%; SPEC 20% (Signage and construction drawings); CAT 5%; DM 5%	DCS; DWF	Prv	8
229	211	KM Media Group , Clifton, NJ	\$12.90	\$18.10	-28	Richard Kirschenbaum	59	COM 60%; INS 15%; FIN 10%; DM 10%; PUB 5%	DCS; DWF; LTR; OFS; OFW	Prv	1
230	273	Next Day Four Color , Houston, TX	\$12.60	\$11.20	+12	Todd Frost	55	SPEC 100% (Trade only)	DCS; LTR; OFS	Prv	1
231	243	FineLine Printing Group , Indianapolis, IN	\$12.50	\$14.60	-14	Richard Miller	65	COM 39%; SPEC 18% (Digital, cross-media, promotional products); DM 15%; S/T 10%; PUB 10%; DWF 4%; CAT 2%; FIN 1%; INS 1%	DCS; DWF; OFS	Prv	1
232	254	Vox Printing , Oklahoma City, OK	\$12.10	\$13.60	-11	David Reid	91	PKG 81%; COM 19%	DCS; FLX; OFW	Prv	1
232	280	Hera Printing , San Juan, PR	\$12.10	\$11.00	+10	Ricardo L. Garcia	100	COM 79%; INS 10%; DWF 5%; CAT 5%; PKG 1%	DCS; DWF; FLX; OFS; OFW; OFD	Prv	2
234	274	Wallace Carlson Printing , Minnetonka, MN	\$12.00	\$11.20	+7	Ann K. Turbeville	60	COM 60%; PKG 20%; CAT 10%; DM 10%	DCS; LTR; OFS	Prv	1
234	283	NGS Printing , Elgin, IL	\$12.00	\$10.50	+14	Erik Landrowski	45	DWF 65%; SPEC 35% (Screen printing)	DCS; DWF; SCR	Prv	1
236	272	J&M Printing (ND) , Gwinner, ND	\$11.60	\$11.30	+2	Harrison McCleery	50	COM 60%; DM 30%; CAT 10%	DCS; LTR; OFS; OFD	Prv	1
237	242	UMC Print , Overland Park, KS	\$11.50	\$14.25	-19	Shawn Boyd	70	COM 84%; DM 10%; DWF 6%	N/A	Prv	1
238	266	HighRoad Press , Moonachie, NJ	\$11.10	\$12.20	-9	Hallie Satz	45	COM 35%; DM 25%; CAT 20%; PUB 5%; BKS 5%; FIN 5%; PKG 5%	DCS; OFS	Prv	1
239	175	L-L Printers , Carlsbad, CA	\$11.00	\$10.00	+10	Frank Scorzelli	69	COM 50%; DM 50%	DCS; DWF; OFS; OFD	Prv	1
240	244	Fortusis , West Jordan, UT	\$10.77	\$14.54	-25	Curtis Cheney	N/A	COM 32%; SPEC 20% (Brokered); PKG 15%; DM 15%; DWF 13%; BKS 5%	N/A	Prv	N/A
241	271	Mt. Royal Printing , Baltimore, MD	\$10.70	\$11.40	-6	Gary Cayce	49	COM 70%; PUB 15%; DM 10%; DWF 5%	DCS; DWF; OFS; OFD	Prv	1
242	295	Digital Marketing Services , Pelham, AL	\$10.69	\$9.91	+7	Ryan Cooper	65	DM 30%; PKG 25%; COM 25%; DWF 10%; FIN 10%	DCS; DWF	Prv	1
243	279	PrintComm , Flint, MI	\$10.66	\$11.07	-3	Kevin Naughton	83	DM 75%; COM 25%	DCS; OFS; OFD	Prv	1
244	—	Media Print Services dba Snap Pack Mail , Oakdale, CA	\$10.50	\$6.40	+64	Becky Gould	N/A	DM 90%; SPEC 10% (Pressure-seal paper, forms, flyers)	N/A	Prv	4
245	248	Viridiam , Green Bay, WI	\$10.30	\$14.20	-27	Paul Parish	85	COM 65%; PKG 25%; DWF 10%	DCS; DWF; OFS; OFW	Prv	2
245	282	Source One Digital , Norton Shores, MI Parent: RC Productions	\$10.30	\$10.80	-4	Randy Crow	60	DWF 90%; PKG 5%; COM 5%	DWF; SCR	Prv	1
247	309	ProList Inc. , Frederick, MD	\$10.07	\$8.42	+19	Dave Lokos	108	DM 84%; SPEC 13% (Fulfillment); COM 2%	DCW; DCS; DWF	Prv	2
248	—	Graphic Trends , Paramount, CA	\$10.00	\$12.00	-16	Kieu Tran	65	SPEC 55% (Retail printing.); DWF 45%	DCW; DCS; DWF; OFS; OFW; OFD; SCR	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

Printing Impressions

300

'21	'20	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
248	292	DGI Invisuals, North Billerica, MA	\$10.00	\$9.00	+11	Glen Fairbanks	140	DWF 100%	DWF	Prv	1
250	270	Walker360, Montgomery, AL	\$9.94	\$11.70	-15	Taylor Blackwell	50	COM 43%; SPEC 25% (Marketing/publishing); DM 11%; PUB 10%; BKS 10%	DCS; OFS; OFD	Prv	1
251	299	Haig Graphic Communications, Hauppauge, NY	\$9.73	\$9.77	+0	James Kalousdian	39	COM 100%	DCW; DCS; DWF; OFS; OFW; OFD	Prv	1
252	265	Foresight Group, Lansing, MI	\$9.65	\$12.20	-20	William Christofferson	54	COM 71%; DWF 22%; DM 7%	DCS; DWF; OFS	Prv	3
253	—	Delzer Lithograph, Waukesha, WI	\$9.51	\$10.44	-8	Mike Delzer	60	SPEC 50% (Digital, fulfillment); COM 40%; INS 10%	DCS; DWF; OFS	Prv	2
254	302	QT2, Tiffin, OH	\$9.46	\$8.61	+9	Mike Daughenbaugh	63	SPEC 54% (Forms); COM 40%; DM 5%; DWF 1%	N/A	Prv	2
255	290	Gerald Printing, Bowling Green, KY	\$9.30	\$10.20	-8	Joe L. Davis	82	GAR 31%; COM 23%; SPEC 17%; DWF 6%; BKS 5%; FIN 5%; DM 5%; CAT 5%; PUB 3%	DCS; DWF; OFS; SCR	Prv	6
256	288	Royal, Brooklyn Park, MN	\$9.28	\$10.56	-12	Tim Urness	54	SPEC 75% (Business forms); PKG 20%; COM 3%; DM 2%	N/A	Prv	1
257	310	Colorchrome Atlanta, Norcross, GA	\$9.15	\$8.48	+7	John Rhodes	55	DWF 100%	DWF	Prv	1
258	—	Burton & Mayer, Menomonee Falls, WI	\$9.00	\$11.00	-18	Jennifer Burton-Ziemann	50	COM 50%; DM 25%; PKG 10%; FIN 5%; CAT 5%; SPEC 5% (Digital)	DCS; DWF; LTR; OFS	Prv	1
258	278	Liberty Creative Solutions, Tinley Park, IL	\$9.00	\$11.10	-18	Angela Hipelius	55	DM 55%; COM 30%; SPEC 10% (Promotional/fulfillment); DWF 5%	DCW; DCS; DWF; OFS	Prv	2
258	296	Graphic Solutions Group, Kennesaw, GA	\$9.00	\$9.80	-8	Mark Pope	68	COM 77%; DWF 10%; DM 8%; PKG 5%	DCS; DWF; LTR; OFS	Prv	1
258	—	Enhance a Colour, Danbury, CT	\$9.00	\$7.00	+28	Kevin OConnor	32	DWF 85%; IND 15%	DCS; DWF	Prv	1
262	298	ArborOakland Group, Royal Oak, MI	\$8.80	\$9.80	-10	Don Kirkland	68	COM 50%; DM 15%; CAT 10%; PUB 10%; DWF 10%; BKS 5%	DCS; DWF; LTR; OFS; OFW; OFD	Prv	3
263	—	Barton & Cooney, Burlington, NJ	\$8.70	\$9.10	-4	Patrick M. Doyle	46	DM 40%; S/T 35%; INS 10%; PUB 10%; FIN 5%	DCW; DCS; OFS	Prv	1
264	297	Indexx Inc., Greenville, SC	\$8.65	\$9.80	-11	Jordan Finn	60	SPEC 35% (e-commerce); DM 15%; DWF 15%; COM 15%; CAT 10%; PUB 5%; INS 5%	DCS; DWF; OFS	Prv	1
264	303	Push Solutions, New Berlin, WI	\$8.65	\$9.38	-7	Brad Flagge	40	COM 55%; DWF 25%; PKG 10%; SPEC 10% (Digital)	DCS; DWF; OFS	Prv	1
266	—	Puritan Press, Hollis, NH	\$8.60	\$10.58	-18	Kurt Peterson	62	COM 45%; BKS 20%; CAT 10%; PUB 10%; DM 10%; FIN 5%	DCS; OFS	Prv	1
267	276	Abbott Communications Group, Maitland, FL	\$8.50	\$11.15	-23	Arthur Abbott	48	COM 50%; DM 40%; INS 10%	DCS; LTR; OFS; OFD	Prv	1
268	308	McClung Cos., Waynesboro, VA	\$8.10	\$9.00	-10	Adam Monk	57	COM 65%; DM 20%; BKS 5%; CAT 5%; PUB 5%	DCS; OFS; OFW	Emp	1
269	286	Thompson Print & Mailing Solutions, San Antonio, TX	\$8.00	\$10.32	-22	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
269	332	Marketing Kitchen, Markham, ON,	\$8.00	\$7.00	+14	Audrey Jamieson	48	DM 100%	DCS	Prv	1
271	319	Prodigital Printing, Edison, NJ	\$7.95	\$7.88	—	Larry Solomon	33	FIN 30%; DM 30%; IND 16%; S/T 12%; SPEC 12% (Promotional products, envelopes, folders, stationery)	DCS; DWF; OFS	Prv	1
272	—	ImageMark Business Services, Gastonia, NC	\$7.85	\$9.30	-15	Walter Payne	45	N/A	DCS; DWF; LTR; OFS	Prv	1
273	325	Classic Litho and Design, Torrance, CA	\$7.80	\$7.55	+3	Firo Nikravan	31	DWF 35%; COM 30%; PKG 20%; CAT 10%; DM 5%	DCS; DWF; OFS	Prv	1
274	307	5 Day Business Forms Mfg., Anaheim, CA	\$7.70	\$8.96	-14	Leslie Messick	44	N/A	N/A	Prv	1
275	329	Alexander Clark Printing, Boise, ID	\$7.62	\$7.31	+4	Michael Ayers	49	COM 60%; SPEC 40% (Business forms)	DCS; DWF; LTR; OFS; OFW	Emp	1
276	—	PDCgraphics, Southampton, PA	\$7.50	\$7.09	+5	Jim Rosenthal	38	COM 65%; DM 25%; CAT 10%	DCS; DWF; OFS	Prv	1
277	312	Merrick Printing, Louisville, KY Parent: Merrick Industries	\$7.30	\$8.10	-9	M. David Merrick	61	COM 60%; BKS 15%; PUB 10%; DM 5%; PKG 5%; CAT 5%	DCS; DWF; OFS; OFW; OFD	Prv	1
278	316	CFC Print & Mail, Grand Prairie, TX	\$7.08	\$7.96	-11	Tommy Gillis	55	FIN 55%; COM 25%; S/T 10%; SPEC 10%	DCW; DCS; OFS; OFW	Prv	1
279	317	A C Printing, Euless, TX	\$6.90	\$7.52	-8	Durriya Dawood	52	COM 52%; BKS 23%; CAT 14%; DM 9%; SPEC 2%	DCS; LTR; OFS; OFW	Prv	1
280	335	Lithotone Inc., Elkhart, IN	\$6.80	\$6.90	-1	Bob Priebe	31	DWF 50%; COM 40%; PKG 10%	DCW; DCS; DWF; OFS; OFW; 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

Printing Impressions

300

'21	'20	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
280	300	Big Visual Group, Antioch, TN	\$6.80	\$9.70	-29	Scott Snoyer	54	DWF 70%; SPEC 30% (Architectural signage)	DCS; DWF	Prv	1
282	327	Badger Tag & Label, Random Lake, WI	\$6.68	\$7.38	-9	Robert Thiel	39	SPEC 100% (Labels, tags, digital)	DCS; DWF; FLX; LTR	Prv	2
283	—	Raintree Graphics, Jacksonville, FL	\$6.62	\$5.65	+17	Mike Seethaler	48	COM 70%; DWF 20%; DM 10%	DCS; DWF; OFS	Prv	1
284	326	Total Printing Systems, Newton, IL	\$6.61	\$7.53	-12	Richard M. Lindemann II	57	BKS 83%; COM 8%; CAT 5%; PUB 3%; DM 1%	DCW; DCS; OFD	Prv	2
285	305	Access Direct Mail, Sarasota, FL	\$6.40	\$9.12	-29	Dori Giglio	12	DM 100%	DCW; DCS	Prv	1
285	365	Chicago Print Group, Calumet Park, IL	\$6.40	\$4.33	+47	Paul Denst	30	DWF 80%; BKS 5%; PKG 5%; CAT 5%; DM 5%	DWF	Prv	1
285	—	PRI Graphics & Signs, Phoenix, AZ	\$6.40	\$5.40	+18	David Perkinson	70	IND 50%; DWF 30%; COM 20%	DCW; DCS; DWF	Prv	1
288	304	BCSI, Burnsville, MN	\$6.37	\$9.17	-30	Tom Marchessault	70	COM 100%	DCW; OFS	Prv	1
289	331	Ignite Graphics, Elmhurst, IL	\$6.26	\$5.86	+6	Sharon Luka	35	N/A	N/A	Prv	1
290	322	N.E.W. Printing, Appleton, WI	\$6.09	\$7.75	-21	Mark Weinfurter	32	COM 78%; DM 15%; SPEC 7% (Labels, tags, envelopes, folders, stationery)	DCS; LTR; OFS; OFD	Prv	1
291	334	Phoenix Data, Montgomery, PA	\$6.01	\$6.79	-11	Larry B. Lovell	36	SPEC 100% (Business forms)	N/A	Prv	1
292	333	Dolce Printing, Maywood, NJ	\$6.00	\$6.00	—	Glenn Dolce	32	COM 60%; FIN 40%	DCS; OFS	Prv	1
292	—	Alabama Graphics, Birmingham, AL	\$6.00	\$5.50	+9	John Davis	42	SPEC 57% (digital print B&W; digital color; scanning); DWF 28%; COM 8%; IND 7%	DCW; DCS; DWF	Prv	2
292	—	Certified Labeling Systems, Hillsborough, NJ	\$6.00	\$5.30	+13	Joseph Braun	25	PKG 100%	N/A	Prv	1
295	285	Merlin Printing, Amityville, NY	\$5.96	\$10.35	-42	Steven Vid	32	INS 70%; DWF 15%; DM 15%	DCS; DWF; OFW	Prv	1
296	—	AJ Images, Roselle, NJ	\$5.80	\$5.38	+7	Janet Greebel	22	COM 60%; DM 20%; PUB 15%; CAT 5%	DCS; OFS	Prv	1
297	324	New London Communications, Alpharetta, GA	\$5.78	\$7.66	-24	Eric Rountree	30	COM 25%; DWF 15%; BKS 15%; IND 10%; DM 10%; GAR 5%; CAT 5%; PUB 5%; FIN 5%; PKG 5%	DCS; DWF; OFS; OFD	Prv	1
298	337	FolgerGraphics Inc., Hayward, CA	\$5.50	\$6.70	-17	Dick Folger	45	NEWS 30%; PUB 30%; DM 30%; COM 6%; BKS 2%; FIN 2%	DCS; LTR; OFS; OFW	Prv	1
299	338	Apex Color, Jacksonville, FL	\$5.47	\$6.59	-16	Richard Ghelerter	35	SPEC 51% (Business forms); COM 49%	DCS; OFS; OFW	Prv	1
300	339	Pro Print, Duluth, MN	\$5.22	\$6.44	-18	Creston Dorothy	48	COM 65%; DM 20%; PUB 10%; DWF 5%	DCS; DWF; OFS; OFD	Prv	3

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 in Our 2021 Rankings?

If your company should have appeared on our 2021 *Printing Impressions* 300 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 pi300@napco.com, and we'll add your firm to our database to be contacted for inclusion in next year's rankings.

2021 Printing Impressions 300 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, PR..... 201	Big Visual Group , Antioch, TN 280	Direct Technologies , Suwanee, GA..... 129	Graphic Dimensions , Austell, GA 226
4over Inc. , Glendale, CA..... 20	Bolger Vision Beyond Print , Minneapolis, MN 123	Discount Labels , New Albany, IN..... 60	Graphic Solutions Group , Kennesaw, GA..... 258
5 Day Business Forms Mfg. , Anaheim, CA 274	BR Printers , San Jose, CA 168	Diversified Labeling Solutions , Itasca, IL..... 68	Graphic Trends , Paramount, CA 248
A C Printing , Euless, TX 279	Bradford & Bigelow , Newburyport, MA..... 69	DMM Inc. , Scarborough, ME 163	Graphic Village , Cincinnati, OH 166
A.B. Data Ltd. , Milwaukee, WI..... 106	Britten Studios , Traverse City, MI 121	Dolce Printing , Maywood, NJ 292	H.S. Crocker Co. , Huntley, IL..... 90
Abbott Communications Group , Maitland, FL..... 267	Burton & Mayer , Menomonee Falls, WI..... 258	Donnelley Financial Solutions , Chicago, IL 8	Haig Graphic Communications , Hauppauge, NY 251
ABOX Packaging , Forney, TX 207	Canadian Bank Note , Ottawa, ON..... 25	The Dot Corp. , Irvine, CA 77	HardingPoorman , Indianapolis, IN..... 180
Access Direct Mail , Sarasota, FL 285	Candid Litho/Candid Worldwide , Farmingdale, NY 99	DPRINT dba Douglass Screen Printers , Lakeland, FL 319	HATTERAS , Tinton Falls, NJ..... 85
AccuLink , Greenville, NC 190	Canva Group , Montreal, QC 104	DreamWorks Graphic Communications , Glenview, IL 181	HBP Inc. , Hagerstown, MD 192
Acme Press d/b/a Calitho , Concord, CA..... 153	Cathedral Corp. , Rome, NY..... 103	Drummond , Jacksonville, FL..... 86	Hederman Brothers , Madison, MS 201
Action Printing , Fond du Lac, WI 213	CE Printed Products , Carol Stream, IL 205	DS Graphics/Universal Wilde , Lowell, MA 79	Heeter , Imperial, PA..... 156
Advanced Image Direct , Fullerton, CA 107	Centeo Enterprises , Stamford, CT..... 9	Duggal Visual Solutions , New York, NY 61	Hera Printing Corp. , San Juan, PR..... 232
AJ Images , Roselle, NJ 296	Certified Labeling Systems , Hillsborough, NJ..... 292	Elanders Americas , Davenport, IA 44	Heritage Integrated , El Reno, OK..... 221
Alabama Graphics , Birmingham, AL 292	CFC Print & Mail , Grand Prairie, TX 278	Empire Screen Printing , Onalaska, WI 140	Highland Computer Forms , Hillsboro, OH..... 201
Alcom Printing Group , Harleysville, PA..... 152	Chicago Print Group , Calumet Park, IL 285	Enhance a Colour , Danbury, CT..... 258	HighRoad Press , Moonachie, NJ..... 238
Alexander Clark Printing , Boise, ID 275	Choctaw Print Services , Durant, OK..... 213	Ennis Inc. , Midlothian, TX 18	Holland Litho Printing Service , Zeeland, MI..... 211
Alexander's Print Advantage , Linton, UT 130	Cimpress plc , Waltham, MA 4	ENPOINTE , Brooklyn Park, MN..... 78	Hopkins Printing , Columbus, OH 199
Allen Printing , Nashville, TN 201	CJK Group , Brainerd, MN 12	Envelope Mart U.S.A. , Northwood, OH 164	I.D. Images , Brunswick, OH..... 65
Alliance Franchise Brands , Plymouth, MI 15	Classic Litho and Design , Torrance, CA..... 273	EP Graphics , Berne, IN 145	iColor Printing & Mailing , Los Angeles, CA 167
Alliance Printing , Houston, TX..... 159	Color Ink , Sussex, WI 213	FASTSIGNS International , Carrollton, TX 13	ICON Digital Productions Inc. , Markham, ON 134
AlphaGraphics , Lakewood, CO..... 28	Colorchrome Atlanta , Norcross, GA..... 257	Fineline Printing Group , Indianapolis, IN 231	ICS Corp. , West Deptford, NJ 80
AmeriCAL Inc. , Omaha, NE 199	ColorDynamics , Allen, TX..... 130	FolgerGraphics Inc. , Hayward, CA..... 298	ID Label , Lake Villa, IL..... 183
American Litho , Carol Stream, IL..... 32	Command Cos. , Secaucus, NJ..... 23	Foresight Group , Lansing, MI 252	Ignite Graphics , Elmhurst, IL..... 289
Amidon Graphics , St. Paul, MN..... 191	Compu-Mail , Grand Island, NY 173	Formosa Packaging , Irvine, CA..... 223	Image Options , Foothill Ranch, CA..... 143
AMP Printing , Dublin, CA 134	Core Publishing Solutions , Eagan, MN 70	Fort Dearborn , Elk Grove, IL 11	ImageMark Business Services , Gastonia, NC 272
ANRO Inc. , West Chester, PA..... 108	Cowan Graphics Inc. , Edmonton, AB..... 159	Fort Orange Press , Albany, NY 213	IMAGINE , Minneapolis, MN 19
Apex Color , Jacksonville, FL 299	CP Direct , Lanham, MD..... 118	Fortis Solutions Group , Virginia Beach, VA 27	Imperial Communications , New Berlin, WI..... 183
APS Marketing Group , Brooklyn, NY 134	Craftline Graphics , Fort Wayne, IN..... 122	Fortusis , West Jordan, UT..... 240	IMS Inc. , Liverpool, NY 51
Aradius Group , Omaha, NE..... 195	D'Andrea Visual Communications , Cypress, CA... 185	Forum Communications Printing , Detroit Lakes, MN 148	Index Inc. , Greenville, SC..... 264
Arandell Corp. , Menomonee Falls, WI 47	DATA Communications Management , Brampton, ON 30	Foster Printing , Santa Ana, CA 212	Intellcor Communications , Lancaster, PA..... 94
ArborOakland Group , Royal Oak, MI 262	Data Label Inc. , Terre Haute, IN..... 127	Franchise Services (Sir Speedy & PIP) , Mission Viejo, CA 26	Ironmark , Annapolis Junction, MD 109
Aspen Press and Packaging , Salt Lake City, UT..... 162	Data-Mail Inc. , Newington, CT..... 36	Freedom Graphic Systems , Milton, WI..... 43	IWCO Direct , Chanhassen, MN 14
AWT Labels & Packaging , Minneapolis, MN 58	DCG ONE , Seattle, WA 73	Garlich Printing , St. Louis, MO 194	J&M Printing (ND) , Gwinner, ND..... 236
AZZ Printing , Jackson, MS 105	Delzer Lithograph , Waukesha, WI..... 253	Geographics Inc. , Atlanta, GA..... 115	Japs-Olson Co. , St. Louis Park, MN 34
Badger Tag & Label , Random Lake, WI..... 282	Design Distributors , Deer Park, NY 174	Gerald Printing , Bowling Green, KY 255	JohnsByrne Co. , Niles, IL 67
Baesman Group , Hilliard, OH..... 139	DG3 Diversified Global Graphics Group , Jersey City, NJ..... 39	Gill Studios , Lenexa, KS..... 91	Johnson & Quin , Niles, IL 145
Barton & Cooney , Burlington, NJ..... 263	DGI Invisuals , North Billerica, MA 248	Glenroy Inc. , Menomonee Falls, WI..... 56	Journal Graphics , Portland, OR..... 126
BCSI , Burnsville, MN..... 288	Diamond Packaging , Rochester, NY..... 81	Grafika Commercial Printing , Sinking Spring, PA..... 128	K1 Packaging Group , City of Industry, CA..... 76
BCT , Fort Lauderdale, FL..... 113	Digital Marketing Services , Pelham, AL..... 242	Grandville Printing , Grandville, MI 111	KDM Enterprises , Carpentersville, IL 99
Belmark inc. , DePere, WI..... 17	The Dingley Press , Lisbon, ME..... 70		Kenmore Envelope , Henrico, VA 115
Best Press , Addison, TX..... 179			King Printing , Lowell, MA..... 119
Big Mountain Imaging , Philadelphia, PA..... 213			

KM Media Group , Clifton, NJ.....	229	Olympus Group , Milwaukee, WI.....	157	Smith-Edwards-Dunlap , Philadelphia, PA.....	112	Warneke Paper Box , Denver, CO.....	213
KP LLC , San Leandro, CA.....	84	OMNI Systems , Mayfield Village, OH.....	53	Smyth Cos. , St. Paul, MN.....	35	Weldon, Williams & Lick , Ft. Smith, AR.....	187
Kubin-Nicholson Corp. , Milwaukee, WI.....	213	OneTouchPoint Inc. , Hartland, WI.....	42	Source One Digital , Norton Shores, MI.....	245	Westamerica Communications , Lake Forest, CA... 165	
L+L Printers , Carlsbad, CA.....	239	Orora North America (dba Orora Visual and Orora Packaging Solutions) , Mesquite, TX.....	5	Southeastern , Hialeah, FL.....	95	Western States Envelope & Label , Butler, WI.....	50
The Label Printers , Aurora, IL.....	174	Outlook Group , Neenah, WI.....	62	Southwest Offset Printing , Gardena, CA.....	119	Wilen Direct , Deerfield Beach, FL.....	55
Lakeside Book Co. , Warrenville, IL.....	10	Paragraph Inc. , Montreal, QC.....	130	Specialty Print Communications , Niles, IL.....	59	Worth Higgins & Associates , Richmond, VA.....	157
LCP , Waukegan, IL.....	96	PCI Group , Fort Mill, SC.....	88	Spectra Print , Stevens Point, WI.....	174	Worzalla Inc. , Stevens Point, WI.....	63
Lewisburg Printing , Lewisburg, TN.....	56	PDCgraphics , Southampton, PA.....	276	SpeedPro , Centennial, CO.....	75	The YGS Group , York, PA.....	114
Liberty Creative Solutions , Tinley Park, IL.....	258	PDF Print Communications Inc. , Signal Hill, CA.....	147	St. Joseph Communications , Toronto, ON.....	45		
Litho Press , Indianapolis, IN.....	150	Peczuh Printing , Price, UT.....	149	Star Web Printing , Toronto, ON.....	134		
Lithographix Inc. , Hawthorne, CA.....	52	Phase 3 Marketing and Communications , Atlanta, GA.....	142	Sterling Digital Print , Hauppauge, NY.....	124		
Lithotone Inc. , Elkhart, IN.....	280	Phoenix Data , Montgomery, PA.....	291	Stolze Printing , Bridgeton, MO.....	144		
LSC Communications, MCLC Div. , Warrenville, IL.....	7	The Phoenix Group , Philadelphia, PA.....	40	Stouse LLC , New Century, KS.....	87		
Maggio Data Forms , Hauppauge, NY.....	223	Postal Center International (PCI) , Weston, FL.....	38	Strategic Factory , Owings Mills, MD.....	169		
The Maple Press Co. , York, PA.....	125	PostcardMania , Clearwater, FL.....	74	Suttle-Straus Inc. , Waunakee, WI.....	133		
MAR , Valmeyer, IL.....	208	Premier Press , Portland, OR.....	138	Tapecon Inc. , Buffalo, NY.....	155		
Marketing Kitchen , Markham, ON.....	269	PRI Graphics & Signs , Phoenix, AZ.....	285	Taylor Corp. , N. Mankato, MN.....	2		
Marquis Book Printing , Montreal, QC.....	49	Primary Color , Cypress, CA.....	88	Team Concept Printing & Thermography , Carol Stream, IL.....	196		
Master Graphics , Rochelle, IL.....	153	PrintComm , Flint, MI.....	243	Techprint Inc. , Lawrence, MA.....	186		
McClung Cos. , Waynesboro, VA.....	268	Prisma Graphic , Phoenix, AZ.....	81	Think Patented , Miamisburg, OH.....	174		
McNaughton & Gunn , Saline, MI.....	141	Pro Print , Duluth, MN.....	300	Thomas Printworks , Richardson, TX.....	97		
Media Print Services dba Snap Pack Mail , Oakdale, CA.....	244	Prodigital Printing , Edison, NJ.....	271	Thompson Print & Mailing Solutions , San Antonio, TX.....	269		
Mel Printing , Taylor, MI.....	188	ProList Inc. , Frederick, MD.....	247	Thysse , Oregon, WI.....	226		
Merlin Printing , Amityville, NY.....	295	Puritan Press , Hollis, NH.....	266	TLF Graphics , Fairport, NY.....	171		
Merrick Printing , Louisville, KY.....	277	Push Solutions , New Berlin, WI.....	264	Total Printing Systems , Newton, IL.....	284		
METZGERS , Toledo, OH.....	221	QT2 , Tiffin, OH.....	254	TPC Printing & Packaging , Chattanooga, TN.....	115		
Midway Press , Dallas, TX.....	172	Quad , Sussex, WI.....	3	Transcontinental Inc. , Montreal, QC.....	6		
Miller Zell , Atlanta, GA.....	33	Quantum Group , Morton Grove, IL.....	99	Tri-State Envelope , Ashland, PA.....	64		
MinMor Industries , Minneapolis, MN.....	102	Raintree Graphics , Jacksonville, FL.....	283	Turbo Images , Saint-Georges, QC.....	206		
Minuteman Press Int'l , Farmingdale, NY.....	16	Repacorp Label Products , Tipp City, OH.....	93	Turso Cos. , St. Paul, MN.....	174		
Mittera Group , Des Moines, IA.....	24	Repcos Solutions , St. Louis, MO.....	209	UMC Print , Overland Park, KS.....	237		
Mod-Pac Corp. , Buffalo, NY.....	70	Robin Enterprises , Westerville, OH.....	182	United Mail , Louisville, KY.....	161		
Modern Litho , Jefferson City, MO.....	110	Royal , Brooklyn Park, MN.....	256	Viridiam , Green Bay, WI.....	245		
Modernistic Inc. , Stillwater, MN.....	198	Royle Printing , Sun Prairie, WI.....	66	Visions Inc. , Brooklyn Park, MN.....	210		
MPI Label Systems , Sebring, OH.....	40	RR Donnelley , Chicago, IL.....	1	Visual Marking Systems , Twinsburg, OH.....	220		
Mt. Royal Printing , Baltimore, MD.....	241	Salem One , Winston-Salem, NC.....	150	Vivid Impact , Louisville, KY.....	170		
N.E.W. Printing , Appleton, WI.....	290	Sandy Alexander , Clifton, NJ.....	46	Vomela Specialty , St. Paul, MN.....	22		
Nahan , Saint Cloud, MN.....	53	SeaChange , Minneapolis, MN.....	98	Vox Printing , Oklahoma City, OK.....	232		
National Graphics , Guilford, CT.....	83	Seaway Printing , Green Bay, WI.....	197	Walker360 , Montgomery, AL.....	250		
New London Communications , Alpharetta, GA.....	297	SG360°, a Segerdahl Co. , Wheeling, IL.....	21	Wallace Carlson Printing , Minnetonka, MN.....	234		
Next Day Four Color , Houston, TX.....	230	Sharpe Co. , Winston-Salem, NC.....	226	Wallace Graphics , Duluth, GA.....	193		
Neyenesch Printers , San Diego, CA.....	225	Showdown Displays , Brooklyn Center, MN.....	48	Walsworth , Marceline, MO.....	31		
NGS Printing , Elgin, IL.....	234	Signarama , West Palm Beach, FL.....	29	Ward-Kraft Inc. , Fort Scott, KS.....	92		
Oliver Inc. , Hauppauge, NY.....	36	Slate Group , Lubbock, TX.....	189				

Top 5 Market Segment Leaders

TOP 5 BOOK PRINTERS*

Rank	Company	Segment Sales (Millions)	Total Sales (Millions)
1	Lakeside Book Co. Warrenville, Illinois	\$808.50	\$825.00
2	Command Cos. Secaucus, New Jersey	\$137.80	\$265.00
3	Walsworth Marceline, Missouri	\$101.00	\$202.00
4	Marquis Book Printing Montreal	\$90.99	\$101.10
5	Worzalla Inc. Stevens Point, Wisconsin	\$77.00	\$77.00

TOP 5 CATALOG PRINTERS*

Rank	Company	Segment Sales (Millions)	Total Sales (Millions)
1	Quad Sussex, Wisconsin	\$439.44	\$2,929.60
2	LSC Communications, MCLC Div. Warrenville, Illinois	\$315.00	\$1,050.00
3	Arandell Corp. Menomonee Falls, Wisconsin	\$102.90	\$105.00
4	The Dingley Press Lisbon, Maine	\$65.00	\$65.00
5	Nahan St. Cloud, Minnesota	\$55.20	\$92.00

TOP 5 DIRECT MAIL PRINTERS*

Rank	Company	Segment Sales (Millions)	Total Sales (Millions)
1	RR Donnelley Chicago	\$561.60	\$4,800.00
2	IWCO Direct Chanhassen, Minnesota	\$408.20	\$408.20
3	Quad Sussex, Wisconsin	\$380.85	\$2,929.60
4	Cenveo Enterprises Stamford, Connecticut	\$282.54	\$831.00
5	SG360°, a Segerdahl Co. Wheeling, Illinois	\$255.00	\$300.00

TOP 5 PUBLICATION PRINTERS*

Rank	Company	Segment Sales (Millions)	Total Sales (Millions)
1	Quad Sussex, Wisconsin	\$468.74	\$2,929.60
2	LSC Communications, MCLC Div. Warrenville, Illinois	\$315.00	\$1,050.00
3	Cenveo Enterprises Stamford, Connecticut	\$91.41	\$831.00
4	Walsworth Marceline, Missouri	\$60.60	\$202.00
5	Transcontinental Inc. Montreal	\$60.45	\$2,015.00

*Sales figures shown above are based on printers' self-reported total and market segment breakdowns. Similar to past years, we lack sales information for North Mankato, Minnesota-based Taylor Corp. and Brainerd, Minnesota-based CJK Group (due to their refusal to divulge their annual sales information). Both privately-held companies likely would have appeared on some of these Top 5 Segment Leaders breakouts.

WHO WE ARE

Printing Impressions

For 63 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. To learn more about local Affiliate membership, visit printing.org.