

Printing Impressions

America's Most Influential and Widely Read Resource for the Printing Industry

2017
Printing Impressions

400

& Who's Who in Printing

**SPECIAL
REPORT**

OUTLOOK FOR KEY PRINT
MARKET SEGMENTS

2017 Printing Impressions

Now in its 34th consecutive year, the **PRINTING IMPRESSIONS 400** provides the industry's most comprehensive listing of the leading printing companies in the United States and Canada ranked by annual sales volume.

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The listings include company name and the location of the headquarters; parent company, if applicable; current and previous year's rankings; most recent and previous year's fiscal sales; percentage change in 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.

Financial information for the *PI*400 rankings was provided voluntarily by privately held and employee-owned firms, and we do not allow companies that are close to completing a fiscal year to provide projected/estimated sales figures. As a result, printers shown on this list were most often reporting 2016 calendar year revenues as their most recent sales figures.

Despite our repeated attempts, various privately held companies — such as Taylor

Corp., among other firms — refuse to divulge their annual revenue figures, so they are not included on our *PI*400 list.

In addition, a few very large firms that are ranked, notably RR Donnelley and LSC Communications — which resulted from RR Donnelley's split in 2016 into three publicly held companies — would not, or could not, break down their annual sales by the various print market specialties that we track (so, they don't appear on any of our Top 5 charts).

Individual printing companies that are part of larger graphic arts networks are not listed separately. In essence, to do so would be to show sales figures twice. Instead, only the sales of the entire umbrella corporation are included. In the case of a holding company that owns a graphic arts firm, the printing entity is listed in our rankings, with the holding company's name and location appearing beneath it.

Not Listed in Our 2017 Rankings?

If your company should have appeared on the 2017 PRINTING IMPRESSIONS 400 but did not, let us know for next year's list. Write to: PRINTING IMPRESSIONS, Attn: Digital Editor, 1500 Spring Garden St., Suite 1200, Philadelphia, PA 19130 or email jgreenbaum@napco.com, and we'll add your firm to our database to be contacted for inclusion in next year's ranking.

—THE EDITORS

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'17	'16	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
1	1	RR Donnelley, Chicago	\$6,900.00	\$7,000.00	-1	Dan Knotts	42,000	N/A	DCW; DCS; DWF; FLX; LTR; OFS; OFD; SCR	Pub	346
2	2	Quad/Graphics, Sussex, WI	\$4,330.00	\$4,597.00	-6	Joel Quadracci	22,600	SPEC 24%; INS 21%; PUB 16%; CAT 16%; DM 8%	DCW; DCS; DWF; FLX; GRV; OFS; OFW	Pub	57
3	3	LSC Communications, Chicago	\$3,650.00	\$3,740.00	-2	Thomas J. Quinlan III	23,000	N/A	DCW; DCS; DWF; GRV; OFS; OFW; OFD	Pub	53
4	4	Cimpress, Waltham, MA	\$2,135.00	\$1,788.00	+19	Robert Keane	10,000	SPEC 100% (Mass-customization products)	DCS; DWF; OFS; OFD	Pub	14
5	5	Deluxe Corp., Shoreview, MN	\$1,849.06	\$1,772.81	+4	Lee Schram	6,026	SPEC 100% (Checks, printed forms)	N/A	Pub	16
6	9	Multi-Color Corp., Batavia, OH * (Includes Constantia Labels Div. acquisition)	\$1,700.00*	\$950.00	+79	Vadis Rodato	5,000	PKG 100%	DCW; DCS; DWF; FLX; GRV; LTR; OFS; OFW; OFD; SCR	Pub	47
7	6	Cenveo Inc., Stamford, CT	\$1,559.25	\$1,625.66	-4	Robert G. Burton Sr.	7,300	SPEC 66% (Labels, envelopes); COM 34%	DCW; DCS; DWF; FLX; OFS; OFW	Pub	36
8	7	Transcontinental Inc., Montreal	\$1,527.60	\$1,625.70	-6	Francois Olivier	8,000	INS 34%; NEWS 15%; PKG 13%; COM 12%; SPEC 12% (Distribution and premedia); PUB 9%; BKS 5%	DCW; DCS; DWF; FLX; OFS; OFW	Pub	23
9	8	Donnelley Financial Solutions, Chicago	\$983.50	\$1,049.50	-6	Daniel Lieb	3,500	FIN 100%	N/A	Pub	N/A
10	11	IWCO Direct, Chanhassen, MN	\$443.50	\$443.60	-	James N. Andersen	2,570	DM 100%	DCW; DCS; FLX; OFS; OFW	Prv	7
11	12	Fort Dearborn, Elk Grove, IL	\$440.00	\$440.00	-	Kevin Kwilinski	1,675	PKG 100%	DCW; DCS; FLX; GRV; OFS; OFW; SCR	Prv	16
12	13	WS Packaging Group, Green Bay, WI	\$427.40	\$437.70	-2	Dean Wimer	1,894	PKG 89%; SPEC 9% (Games, sweepstakes, promotions, P-O-P/P-O-S, signage, RFID/NFC, labels); DM 2%	DCW; DCS; DWF; FLX; GRV; LTR; OFS; OFW; OFD; SCR	Prv	16
13	14	Alliance Franchise Brands, Plymouth, MI	\$418.26	\$400.15	+5	Michael Marcantonio	3,000	COM 40%; DM 20%; SPEC 20% (Marketing services); PREP 10%; BF 10%	DCS; DWF; OFS; OFD	Pub	628
14	15	Imagine! Print Solutions, Minneapolis	\$397.80	\$313.40	+27	John Hans	1,600	SPEC 70% (Large-format/P-O-P); COM 10%; FIN 10%; DM 5%; PKG 5%	DCW; DCS; DWF; FLX; LTR; OFS; OFD; SCR	Prv	5
15	10	Ennis Inc., Midlothian, TX	\$356.90	\$385.94	-8	Keith Walters	2,000	SPEC 41% (Envelopes, labels, tags, stationery, presentation folders, promotional products); BF 39%; FIN 14%; COM 7%	DCW; DCS; DWF; FLX; OFS; OFW; SCR	Pub	53
16	17	SG360*, a Segedahl Co., Wheeling, IL	\$310.00	\$303.00	+2	Mary Lee Schneider	800	DM 93%; COM 7%	DCW; DCS; LTR; OFS; OFW; OFD	Prv	5
17	19	AlphaGraphics, Salt Lake City Sub., MBE Worldwide s.p.A., Milan, Italy	\$303.40	\$298.72	+2	Aaron Grohs	N/A	N/A	DCS; DWF; OFS	Prv	281
18	16	Trend Offset Printing, Los Alamitos, CA	\$300.00	\$310.00	-3	Anthony J. Lienau	1,188	PUB 50%; INS 35%; CAT 10%; DIR 5%	DCS; OFW; OFD	Prv	4
19	18	Sir Speedy Print Signs Marketing, Mission Viejo, CA Div., Franchise Services (FSI), Mission Viejo, CA	\$299.00	\$299.97	-	Richard Lowe	N/A	SPEC 40% (Digital printing and signage); DM 30%; COM 15%; PREP 10%; BKS 5%	DCS; DWF; OFS; OFD	Prv	275
20	20	BELMARK Inc., DePere, WI	\$268.00	\$268.00	-	Karl A. Schmidt	760	PKG 100%	DCW; FLX; OFW	Prv	6
21	21	The Command Web Group, Secaucus, NJ	\$256.00	\$255.00	-	Steven Merson	814	BKS 52%; FIN 13%; PKG 12%; DIR 9%; COM 8%	DCW; DCS; FLX; OFS; OFW	Prv	6
22	-	DATA Communications Management, Brampton, Ontario	\$240.62	\$259.23	-7	Michael G. Sifton	2,651	BF 43%; SPEC 23% (Wide-format, resale, warehousing); DM 17%; COM 16%	DCW; DCS; DWF; FLX; OFS; OFW; OFD	Pub	11
23	22	Vomela Specialty, St. Paul, MN	\$237.10	\$227.60	+4	Mark Auth	1,150	SPEC 90% (Retail, fleet, events, OEM); COM 10%	DCS; DWF; OFS; OFD; SCR	Prv	22
24	-	Orora Visual, Mesquite, TX Div., Orora Limited, Hawthorn, VIC, Australia	\$230.00	-	-	Larry C. King	800+	SPEC 75% (P-O-P); PKG 15%; PUB 10%	DCW; DCS; DWF; FLX; LTR; OFS; OFW; OFD; SCR	Pub	5
25	24	4over Inc., Glendale, CA	\$225.00	\$201.30	+12	Zarik Megerdichian	845	SPEC 100% (Trade printing)	DCS; DWF; OFS; OFD	Prv	10
26	27	Walsworth Publishing, Marcelline, MO	\$181.50	\$181.30	-	Don O. Walsworth	1,250	BKS 52%; PUB 37%; CAT 10%	DCS; OFS; OFW	Prv	4
27	28	Canadian Bank Note, Ottawa, Ontario	\$169.23	\$155.09	+9	Doug Arends	1,601	SPEC 100% (Security printing)	DCW; DCS; FLX; LTR; OFS; OFW	Prv	4
28	30	Freedom Graphic Systems, Milton, WI	\$160.60	\$130.00	+23	Martin Liebert	650	DM 95%; S/T 3%; COM 2%	DCW; DCS; DWF; OFW; OFD	Prv	5
29	29	Japs-Olson Co., St. Louis Park, MN	\$159.62	\$161.82	-1	Michael W. Beddor	634	DM 90%; CAT 5%; COM 5%	DCW; DCS; OFS; OFW; OFD	Prv	1
30	31	Data-Mail Inc., Newington, CT	\$153.00	\$155.00	-1	Bruce Mandell	1,050	DM 100%	DCW; DCS; OFS; OFW; OFD	Prv	2
31	42	Rohrer Corp., Wadsworth, OH	\$140.00	\$110.00	+27	Steve Wirrig	650	PKG 100%	FLX; OFS	Prv	5
31	33	DG3 Diversified Global Graphics Group, Jersey City, NJ	\$140.00	\$144.00	-3	Thomas Saggiomo	700	FIN 45%; COM 35%; DM 10%; INS 5%; SPEC 5% (Digital marketing)	DCW; DCS; OFS; OFW; OFD	Prv	5
33	34	OneTouchPoint Inc., Hartland, WI	\$138.10	\$137.30	+1	John Wallace	800	COM 40%; SPEC 20% (Labels, tags, promotional products, envelopes, folders, stationery, Web solutions, fulfillment, distribution, managed print services); DM 10%; PKG 8%; BKS 5%; BF 5%; CAT 5%	DCW; DCS; DWF; LTR; OFS; OFW; OFD	Prv	8
34	36	Mittler Group, Des Moines, IA	\$132.50	\$127.80	+3	Jon Troen	750	INS 30%; DM 25%; PUB 15%; SPEC 10% (Design, mobile Apps, website development, photography, videography, data)	DCW; DCS; DWF; OFS; OFW; OFD	Prv	9
35	37	MPI Label Systems, Sebring, OH	\$130.00	\$125.50	+4	Randy L. Kocher	570	PKG 86%; SPEC 10% (Label applying equipment, RFID); DM 2%; PREP 2%	DCW; DCS; FLX; SCR	Prv	11

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

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'17	'16	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
36	32	St. Joseph Communications, Concord, Ontario	\$129.30	\$146.20	-12	Tony Gagliano	1,100	COM 26%; INS 23%; PUB 19%; DM 11%; S/T 8%; FIN 7%; CAT 6%	DCS; DWF; LTR; OFS; OFW; OFD	Prv	3
37	39	Smyth Cos., St. Paul, MN	\$123.00	\$123.00	-	John Hickey	520	PKG 98%; COM 2%	DCW; FLX; OFS	Prv	10
38	38	Hammer Packaging, W. Henrietta, NY	\$122.20	\$122.46	-	James E. Hammer	511	PKG 100%	DCW; FLX; OFS; OFW; SCR	Prv	2
39	45	Sandy Alexander, Clifton, NJ	\$121.50	\$108.00	+12	Mike Graff	350	COM 37%; DM 23%; SPEC 17%; CAT 8%; FIN 5%; INS 5%	DCW; DCS; DWF; OFS; OFW; OFD	Prv	4
40	41	Phoenix Group, Philadelphia	\$117.80	\$117.40	-	Barry Green	300	COM 46%; DM 20%; PKG 10%; FIN 10%; INS 6%; BKS 5%	DCW; DCS; DWF; OFS; OFW; OFD	Prv	4
41	46	DirectConnectGroup, Cleveland	\$115.00	\$104.00	+11	Robert A. Durham	625	COM 40%; DM 22%; SPEC 20% (Fulfillment); INS 7%; PUB 7%	DCS; DWF; LTR; OFS; OFW; OFD	Prv	7
41	-	Mimeo.com, New York	\$115.00	-	-	John Delbridge	900	COM 76%; SPEC 13% (Photo publishing); BKS 8%; DIR 3%	DCW; DCS; DWF	Prv	4
43	43	American Litho, Carol Stream, IL	\$113.49	\$108.61	+4	Michael Fontana, Chris Joyaux	350	DM 50%; CAT 20%; INS 15%; SPEC 10% (Digital, wide-format and fulfillment); PKG 5%	DCW; DCS; DWF; OFS; OFW; OFD	Prv	1
44	54	Publication Printers, Denver	\$113.00	\$92.30	+22	Gary Rosenberg	405	PUB 60%; CAT 20%; DM 10%; COM 10%	DCS; OFW	Prv	1
45	55	Nosco, Gurnee, IL Sub., Holden Industries, Deerfield, IL	\$101.00	\$92.00	+10	Russell Haraf	596	PKG 95%; COM 5%	DCW; DCS; DWF; FLX; LTR; OFD	Emp	6
46	40	Lithographix Inc., Hawthorne, CA	\$100.00	\$120.00	-17	Herb Zebrack	235	SPEC 40% (Grand-format, large-format, retail); COM 20%; CAT 10%; PREP 10%; INS 10%; DM 5%; PKG 5%	DCS; DWF; OFS; OFW	Prv	1
46	46	Western States Envelope & Label, Butler, WI	\$100.00	\$104.00	-4	Tom Rewolinski	600	SPEC 95% (Labels and tags, promotional products, envelopes, folders, stationery, integrated cards); DM 5%	DCW; FLX; OFS	Prv	5
48	44	Arandell Corp., Menomonee Falls, WI	\$98.00	\$108.10	-9	Bradley Hoffman	600	CAT 96%; PREP 3%; PUB 1%	OFW	Prv	1
49	49	TST Impreso, Coppell, TX	\$97.00	\$100.48	-3	Marshall Sorokwasz	250	SPEC 88% (Promotional products, P-0-P rolls.); BF 12%	OFS; OFW	Prv	6
50	53	L.K. Litho, Middle Island, NY Div., The Linick Group, Middle Island, NY	\$94.57	\$93.45	+1	Roger Dextor	256	BKS 40%; DM 35%; PUB 25%	DCW; DCS; DWF; FLX; GRV; LTR; OFS; OFW; OFD; SCR	Prv	6
51	50	The Lowe-Martin Group, Ottawa, Ontario	\$90.00	\$90.00	-	Ward Griffin	530	PUB 38%; COM 27%; SPEC 18% (Security, signs, displays); DM 10%; INS 4%	DCW; DCS; DWF; OFS; OFW	Prv	3
51	57	Consolidated Label, Sanford, FL	\$90.00	\$80.00	+13	Joel Carmany	275	SPEC 100% (Labels and tags)	DCW; FLX; SCR	Prv	1
53	61	JohnsByrne Co., Niles, IL	\$86.10	\$78.40	+9	Corey Gustafson	237	PKG 64%; DM 20%; COM 16%	OFS; OFD	Prv	2
54	73	Fortis Solutions Group, Virginia Beach, VA	\$85.70	\$66.30	+29	John Wynne	365	SPEC 100% (Labels, flexible packaging)	DCW; DCS; FLX	Prv	7
55	51	Universal Wilde, Westwood, MA	\$85.00	\$97.00	-12	Stephen Flood	300	COM 22%; FIN 22%; DM 15%; S/T 10%; BKS 9%; CAT 6%	DCW; DCS; OFS; OFW; OFD	Prv	3
55	66	Vision Integrated Graphics Group, Chicago	\$85.00	\$72.50	+17	Doug Powell	300	DM 40%; COM 30%; SPEC 20% (Wide-format and online); CAT 10%	DCS; DWF; OFS; OFD; SCR	Prv	2
57	-	IMS Inc., Liverpool, NY	\$82.20	\$79.04	+4	W. Lee Vanderpool Jr.	200	S/T 80%; DM 20%	DCW; DCS	Prv	5
58	56	Specialty Print Communications, Niles, IL	\$81.92	\$81.35	+1	Adam M. LeFebvre	520	DM 85%; COM 15%	DCW; DCS; DWF; OFS; OFW; OFD	Prv	3
59	70	Henry Wurst, N. Kansas City, MO	\$80.00	\$70.60	+13	Michael S. Wurst	321	COM 35%; DM 24%; SPEC 12% (Fulfillment); CAT 10%; FIN 8%	DCW; DCS; OFS; OFW	Prv	2
59	52	Edwards Brothers Malloy, Ann Arbor, MI	\$80.00	\$89.00	-10	John J. Edwards	575	BKS 95%; PUB 5%	DCW; DCS; OFS; OFW; OFD	Prv	5
61	60	National Graphics, N. Branford, CT	\$79.10	\$78.53	-	Nicholas M. Napoli	340	COM 50%; DM 25%; BF 15%; INS 10%	OFS; OFW	Prv	3
62	-	Wilen Direct, Deerfield Beach, FL	\$78.20	\$54.70	+42	Kevin Wilen	326	DM 100%	DCW; DCS; OFW; OFD	Prv	1
63	62	PIP Marketing, Signs, Print, Mission Viejo, CA Div., Franchise Services (FSI), Mission Viejo, CA	\$77.00	\$77.20	-	Richard Lowe	N/A	SPEC 40% (Digital printing, signage); DM 30%; COM 15%; PREP 10%; BKS 5%	DCS; DWF; OFS; OFD	Prv	73
64	63	Coloredge, New York	\$76.00	\$78.00	-3	Jeb Ball	320	SPEC 75% (Wide- and grand-format printing); PKG 18%; PREP 7%	DWF	Prv	4
65	68	American Spirit, Minneapolis	\$74.40	\$71.63	+4	Darren Carlson	329	DM 40%; SPEC 20%; COM 20%; PKG 10%; INS 10%	DCW; DCS; OFS; OFW; OFD	Prv	4
66	-	Zoo Printing, Bell, CA	\$74.00	-	-	Esteban Duran	N/A	SPEC 76% (Postcards, large-format, brochures, business cards); COM 14%; CAT 10%	DCS; DWF; OFS; OFD	Prv	N/A
67	71	Marquis Book Printing, Montreal	\$71.50	\$69.50	+3	Serge Loubier	400	BKS 83%; PUB 8%; SPEC 3%; CAT 3%	DCW; DCS; OFS; OFW; OFD	Prv	2
68	64	Flower City Printing, Rochester, NY	\$71.41	\$74.10	-3	George Scharr, Steven Schuld	325	PKG 70%; PREP 10%; COM 10%; CAT 4%; SPEC 3% (Digital)	DCS; DWF; FLX; OFS; OFD	Prv	2

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69	69	Primary Color, Costa Mesa, CA	\$69.80	\$71.40	-2	Dan Hirt	375	SPEC 50% (Large- and small-format digital, fabrication, installations); COM 15%; PREP 15%; DM 10%; CAT 5%; PKG 5%	DCS; DWF; OFS; OFD; SCR	Prv	4
70	65	Core Publishing Solutions, Eagan, MN Parent: Thomson Reuters	\$69.04	\$72.70	-5	Todd Roth	395	BKS 100%	DCW; DCS; OFS; OFW	Pub	1
71	77	Thomas Printworks, Richardson, TX	\$68.50	\$64.10	+7	Bryan Thomas	627	COM 62%; DM 15%; BF 5%; INS 5%; CAT 5%; DIR 5%	DCS; DWF; LTR; OFS	Prv	28
72	75	Outlook Group, Neenah, WI	\$68.00	\$65.00	+5	John Cappy	300	PKG 95%; COM 5%	DCW; FLX; GRV; OFS	Prv	2
73	92	Xpressdocs, Fort Worth, TX	\$66.00	\$55.00	+20	Eric Chandler	200	DM 63%; SPEC 31% (Marketing materials); COM 4%; PKG 2%	DCW; DCS; OFS	Prv	1
74	-	Tri-State Envelope, Ashland, PA	\$65.00	\$66.00	-2	John Swensen	470	DM 60%; FIN 20%; COM 20%	FLX; LTR; OFS	Emp	3
75	96	Spectrum Marketing, Manchester, NH	\$63.65	\$53.30	+19	Kevin Lash	235	DM 66%; COM 20%; SPEC 8% (Large-format); PUB 6%	DCS; DWF; OFS; OFW	Prv	3
76	75	Southwest Offset Printing, Gardena, CA	\$63.00	\$65.00	-3	Ryan McDonald	450	PUB 40%; NEWS 40%; COM 20%	OFW	Prv	2
77	67	Friesens Corp., Altona, Manitoba	\$62.50	\$60.50	+3	Chad Friesen	580	BKS 87%; PKG 7%; SPEC 6% (Self-publishing)	DCW; FLX; OFS; OFW	Emp	3
78	81	H.S. Crocker Co., Huntley, IL	\$62.00	\$60.00	+3	Ron Giordano	161	PKG 90%; SPEC 5%; PREP 5%	FLX; LTR	Emp	2
78	85	Meyers, Minneapolis	\$62.00	\$59.00	+5	David Dillon	220	SPEC 90% (Retail marketing solutions, labels, cards); PKG 10%	DCW; DCS; DWF; FLX; OFS; SCR	Prv	1
80	87	Diversified Labeling Solutions, Itasca, IL	\$61.48	\$56.75	+8	Bob Hakman, Jim Kersten	208	SPEC 100% (Pressure-sensitive labels)	DCW; FLX	Prv	5
81	81	KP LLC, San Leandro, CA	\$61.30	\$59.30	+3	Joe Atturio	325	SPEC 30% (eCommerce, Web services, fulfillment); DM 20%; COM 20%; FIN 10%	DCW; DCS; DWF; FLX; OFS; OFW; OFD	Prv	7
82	72	Kirkwood, Wilmington, MA	\$61.00	\$68.00	-10	Bob Coppinger	245	COM 40%; DM 20%; CAT 20%; PUB 5%	DCS; DWF; OFS	Prv	1
83	79	Champion Industries, Huntington, WV	\$60.15	\$60.15	-	Marshall T. Reynolds	320	BKS 30%; BF 20%; COM 20%; CAT 20%; DM 5%; S/T 5%	DCS; LTR; OFS; OFD	Prv	7
84	94	Diamond Packaging, Rochester, NY	\$60.05	\$53.73	+11	Karla Fichter	262	PKG 100%	FLX; OFS	Prv	2
85	81	Worzalla, Stevens Point, WI	\$60.00	\$60.00	-	Jim Fetherston	270	BKS 100%	OFS; OFW	Emp	1
85	78	BCT, Fort Lauderdale, FL	\$60.00	\$62.00	-3	Bruce Mars	700	COM 100%	DCS; DWF; LTR; OFS; OFD	Prv	32
85	112	Postal Center International, Fort Lauderdale, FL	\$60.00	\$44.61	+34	Ismael Diaz	200	COM 20%; BKS 10%; DIR 10%; S/T 10%; CAT 10%; DM 10%	DCS; DWF; LTR; OFS	Prv	3
88	86	Wright Business Graphics, Portland, OR	\$58.90	\$57.40	+2	Jim Wright	325	BF 60%; COM 20%; S/T 11%; PKG 5%	DCS; DWF; LTR; OFS; OFW; OFD	Prv	5
89	88	Glenroy Inc., Menomonee Falls, WI	\$58.80	\$56.20	+5	Rich Buss	201	PKG 100%	FLX	Prv	2
90	91	Inserts East, Pennsauken, NJ	\$58.50	\$56.00	+4	Nicholas Maiiale	215	INS 100%	OFW	Prv	1
91	89	GLS/NEXT Precision Marketing, Brooklyn Park, MN	\$58.16	\$56.13	+3	Gary L. Garner	275	COM 65%; DM 20%; SPEC 15% (Creative, IT services, distribution services, promotional products, media, search engine)	DCS; DWF; OFS; OFW	Prv	3
92	80	Mod-Pac Corp., Buffalo, NY	\$58.00	\$60.10	-3	Daniel Keane	380	PKG 100%	OFS	Prv	1
93	-	SpeedPro Imaging, Centennial, CO	\$57.99	\$50.67	+14	Larry Oberly	250+	SPEC 100% (Wide-format)	DCW; DCS; DWF	Prv	124
94	97	Ward/Kraft Inc., Fort Scott, KS	\$56.63	\$53.00	+7	Roger Kraft	350	N/A	N/A	Prv	N/A
95	90	The Printing House, Toronto	\$56.01	\$56.01	-	Jamie O'Born	500+	N/A	DCW; DCS; DWF; OFS; OFD	Prv	70+
96	101	Gill Studios, Lenexa, KS	\$55.86	\$50.70	+10	Mark Gillman	400	SPEC 100% (Labels, tags, decals, promotional products)	DCS; DWF; FLX; OFS; SCR	Prv	1
97	92	IBS Direct, King of Prussia, PA	\$55.00	\$55.00	-	Ted Sherwin	110	DM 75%; SPEC 15% (Commercial heatset web with in-line finishing); INS 10%	OFW	Prv	1
97	-	Colortree Group, Henrico, VA	\$55.00	\$60.00	-8	Pat Patterson	255	DM 100%	FLX; OFS; OFW	Prv	1
99	102	Omni Systems, Richmond Heights, OH	\$54.20	\$50.45	+7	Adam DeFrancesco	96	PKG 100%	DCW; FLX	Prv	1
100	99	Grandville Printing, Grandville, MI	\$54.00	\$51.00	+6	Jeffrey C. Brewer	320	INS 70%; SPEC 25% (Digital printing); COM 6%	DCW; DCS; DWF; OFS; OFW; OFD	Prv	1
101	103	Versa Press, E. Peoria, IL	\$53.81	\$50.36	+7	Steven J. Kennell	200	BKS 100%	DCS; OFS	Prv	1
102	108	Stouse LLC, New Century, KS	\$51.91	\$47.81	+9	Bruce Reed	360	SPEC 100% (Decals, magnets, signs, roll labels, plastic products)	DCW; DCS; DWF; FLX; SCR	Prv	1
103	59	Elanders Americas, Davenport, IA	\$51.26	\$79.12	-35	Thomas P. Sheehan	200	BKS 50%; SPEC 40% (IT solutions); COM 10%	DCW; DCS; DWF; OFS; OFW	Pub	2
104	111	I.D. Images, Brunswick, OH	\$50.16	\$45.00	+11	Brian Gale	192	PKG 95%; BF 5%	DCW; DCS; FLX; OFS; OFW	Prv	7
105	116	Hatteras, Tinton Falls, NJ	\$50.00	\$43.20	+15	Charlie Duerr	250	COM 95%; DM 4%; PREP 1%	DCS; DWF; OFS	Prv	1

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'17	'16	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
106	99	The John Roberts Co., Minneapolis	\$49.00	\$51.00	-4	Michael R. Keene	240	COM 40%; DM 30%; INS 20%; CAT 10%	DCS; LTR; OFS; OFW; SCR	Prv	1
107	-	Lane Press, South Burlington, VT	\$48.60	\$47.70	+1	Phillip M. Drumheller	210	PUB 100%	OFW	Prv	1
108	121	The YGS Group, York, PA	\$47.73	\$40.42	+18	Jim Kell	206	PUB 45%; SPEC 20% (Marketing services); CAT 15%; DM 10%; COM 10%	DCS; DWF; LTR; OFS; OFD	Prv	3
109	-	Lewisburg Printing, Lewisburg, TN	\$47.00	\$42.00	+12	Thomas Hale Hawkins, IV	150	N/A	DCS; DWF; FLX; OFS	Prv	3
110	110	AWT Labels and Packaging, Minneapolis	\$46.63	\$46.94	-1	Jim Lundquist	175	SPEC 100% (Labels, flexible packaging)	DCW; FLX	Prv	2
111	107	Ripon Printers, Ripon, WI	\$46.50	\$48.80	-5	H. Andersen Lyke	300	COM 40%; CAT 25%; PUB 20%; DIR 10%	DCS; OFS; OFW	Prv	1
112	-	Darwill, Hillside, IL	\$44.90	\$41.20	+9	Troy VanDyke, Brandon VanDyke	186	DM 75%; S/T 12%; COM 10%; BKS 3%	DCW; DCS; OFS	Prv	2
113	113	Freeport Press, Freeport, OH	\$44.00	\$44.00	-	David G. Pilcher	149	PUB 60%; CAT 30%; DM 10%	OFS; OFW	Prv	2
113	113	TI Group, Toronto	\$44.00	\$44.00	-	Peter Spring	200	SPEC 69% (P-O-S graphics, creative, photo related services); COM 20%; PREP 9%; DM 2%	DCS; DWF; OFS; OFD	Prv	1
115	119	DS Graphics, Lowell, MA	\$43.14	\$41.33	+4	Jeffrey Pallis	205	DM 20%; COM 20%; SPEC 15% (Mailing, fulfillment); CAT 15%; BKS 10%; S/T 10%; PUB 5%	DCW; DCS; DWF; OFS	Prv	1
116	-	Fuse, Berkeley, IL	\$41.07	-	-	Scott Voris	170	SPEC 40%; COM 40%; DM 10%; PREP 10%	DCS; DWF; OFS	Prv	1
117	125	The Quantum Group, Morton Grove, IL	\$40.49	\$38.52	+5	Bill White	175	COM 40%; DM 40%; S/T 15%; FIN 5%	DCW; DCS; OFS	Prv	1
118	115	Repacorp Label Products, Tipp City, OH	\$40.45	\$43.05	-6	Rick M. Heini	187	SPEC 98% (Labels); PKG 2%	DCW; DCS; DWF; FLX; SCR	Prv	3
119	117	Forum Communications Printing, Detroit Lakes, MN Div., Forum Communications, Fargo, ND	\$40.04	\$42.94	-7	Dennis Hall	291	NEWS 36%; PUB 20%; COM 11%; BKS 10%; DIR 10%	DCS; OFS; OFW	Prv	4
120	122	FCL Graphics, Harwood Heights, IL	\$40.00	\$40.00	-	Lou Tazioli	200	INS 25%; DM 20%; COM 20%; CAT 15%; PUB 5%	DCW; DCS; OFS; OFW; OFD	Prv	1
120	106	Colonial Press International, Miami	\$40.00	\$49.00	-18	Jose Gomez, Jorge Gomez	200	CAT 35%; DM 35%; COM 15%; PUB 10%	DCS; OFS; OFW	Prv	1
122	133	Bolger Vision Beyond Print, Minneapolis	\$39.50	\$36.70	+7	dik Bolger	200	COM 40%; DM 20%; PUB 20%; CAT 10%; SPEC 10%	DCS; DWF; OFS	Prv	2
123	127	New Jersey Business Forms/InfoSeal/Hampshire Label, Englewood, NJ	\$39.41	\$39.36	-	David Harrett	137	SPEC 51% (Pressure-seal documents, integrated cards, labels, DT rolls); BF 24%; FIN 12%; DM 7%; PKG 6%	DCW; DCS; FLX; OFS; OFW; OFD	Prv	2
124	118	Communicorp Inc., Columbus, GA	\$39.01	\$41.60	-6	Eric Seldon	189	COM 66%; DM 13%; PREP 11%; BKS 5%	N/A	Prv	1
125	136	Suttle-Straus Inc., Waunakee, WI	\$39.00	\$35.50	+10	Ted Straus	190	DM 40%; COM 20%; INS 10%; S/T 10%; SPEC 10% (Grand imaging); CAT 5%; PUB 5%	DCW; DCS; DWF; OFS; OFW; OFD	Prv	1
126	129	Geographics Inc., Atlanta	\$38.50	\$37.50	+3	Norvin C. Hagan	160	COM 40%; CAT 25%; INS 15%; DM 10%	DCS; OFS; OFW; OFD	Prv	1
126	142	K1 Packaging Group, City of Industry, CA	\$38.50	\$35.00	+10	Mike Tsai	125	PKG 100%	DCW; FLX; OFS; SCR	Prv	1
128	95	Adplex, Houston	\$38.30	\$53.58	-28	Edward Raine	150	INS 92%; PREP 7%; SPEC 1% (Technology services)	OFW	Prv	1
128	126	Knepper Press, Clinton, PA	\$38.30	\$38.10	+1	William J. Knepper	195	COM 50%; PUB 15%; DM 15%; CAT 15%	DCS; OFS; OFW	Prv	1
130	132	Dome, Sacramento, CA	\$38.10	\$36.70	+3	Tim Poole	250	SPEC 35% (Fulfillment, warehouse management, large-format screen, digital printing, small-format digital printing); COM 15%; DM 10%; PKG 10%; BKS 5%; CAT 5%	DCS; DWF; OFS; OFW; OFD; SCR	Prv	3
131	128	Weldon, Williams & Lick, Ft. Smith, AR	\$38.00	\$38.00	-	Jim Walcott	270	SPEC 100%	DCW; DCS; FLX; LTR; OFS; OFD; SCR	Prv	1
132	136	J.S. McCarthy Printers, Augusta, ME	\$37.30	\$35.50	+5	Richard Tardiff	195	COM 80%; PREP 10%; INS 10%	DCS; DWF; OFS	Prv	1
133	136	KDM Enterprises, Carpentersville, IL	\$36.50	\$35.50	+3	Larry Newman	110	BF 95%; SPEC 5%	FLX; OFW	Emp	3
134	130	DirectMail.com, Chesapeake Beach, MD	\$36.28	\$37.22	-2	Kirk Swan	274	DM 100%	DCW; DCS; DWF; OFS; OFW	Prv	3
135	109	Concord Litho Group, Concord, NH	\$36.00	\$47.00	-23	Peter E. Cook	135	DM 75%; INS 15%; COM 10%	DCW; OFW	Prv	1
135	134	King Printing, Lowell, MA	\$36.00	\$36.00	-	Adi Chinai	100	BKS 98%; COM 2%	DCW	Prv	1
137	146	Cathedral Corp., Rome, NY	\$35.80	\$34.70	+3	Marianne Gaige	280	S/T 60%; DM 40%	DCW; DCS; DWF; LTR	Prv	4
138	131	Nieman Printing, Dallas	\$35.70	\$36.90	-3	Joanie Nieman	172	DM 32%; BF 17%; PUB 17%; CAT 15%; SPEC 7%	DCS; DWF; LTR; OFS; OFW	Prv	1
139	153	Craftline Graphics, Fort Wayne, IN	\$35.45	\$33.20	+7	Henry Freistrotter	238	BKS 100%	OFS; OFW	Prv	1
140	142	Angstrom Graphics, Cleveland	\$35.40	\$35.00	+1	Wayne Angstrom	227	COM 45%; DM 20%; INS 18%; CAT 10%; SPEC 5% (Creative services)	DCW; DCS; OFS; OFW	Prv	2
141	-	Prisma Graphic, Phoenix	\$35.20	\$32.00	+10	Robert Anderson	218	COM 30%; DM 25%; SPEC 20% (Digital); PKG 10%; BKS 5%; CAT 5%; PUB 5%	DCS; DWF; OFS; OFW; OFD	Prv	1
142	149	ANRO Inc., West Chester, PA	\$35.10	\$34.10	+2	James A. Spinelli Jr.	140	COM 30%; DM 25%; SPEC 20% (Wide-format, Web services); FIN 10%; CAT 10%; PKG 3%	DCW; DCS; DWF; LTR; OFS; OFD	Prv	1

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143	203	Dickinson Press, Grand Rapids, MI	\$35.00	\$28.00	+25	Aaron Day	165	BKS 80%; COM 10%; FIN 10%	DCW; DCS; DWF; OFS; OFW; OFD	Prv	2
143	148	The Maple Press Co., York, PA	\$35.00	\$34.00	+3	James Wisotzkey	335	BKS 100%	DCS; OFS; OFW	Prv	1
145	140	Midstates Inc. Print & Media Solutions, Aberdeen, SD	\$33.52	\$35.03	-4	Roger J. Feickert	250	DM 60%; COM 15%; CAT 15%; PUB 10%	DCS; DWF; LTR; OFS; OFW	Prv	1
146	154	Compu-Mail/Dual Print and Mail, Grand Island, NY	\$33.50	\$33.00	+2	Michael Vitth	204	DM 40%; COM 25%; PUB 15%; BKS 10%; INS 10%	DCW; DCS; DWF; OFS; OFW; OFD	Prv	2
147	177	Mosaic, Cheverly, MD	\$33.10	\$28.80	+15	Brendan Connors	176	COM 45%; DM 25%; SPEC 20%; BKS 10%	DCS; DWF; OFS; OFD	Prv	3
148	146	Hudson Printing, Salt Lake City	\$32.80	\$34.70	-5	Paul Hudson	165	CAT 40%; PUB 20%; COM 20%; DM 10%; INS 5%	DCW; DCS; OFW	Prv	1
149	159	Master Graphics, Rochelle, IL	\$32.60	\$31.10	+5	Kenneth Love	108	DM 35%; INS 30%; COM 20%; FIN 10%; PKG 5%	DCS; OFW	Prv	2
150	177	ColorDynamics, Allen, TX	\$32.50	\$28.80	+13	Matt Coltharp	170	DM 50%; COM 30%; CAT 20%	DCS; DWF; OFS; OFW	Prv	1
150	155	Ironmark, Annapolis Junction, MD	\$32.50	\$32.50	-	Jeff Ostenso	170	COM 40%; BKS 30%; SPEC 15% (Promotional products, creative services, digital marketing); DM 10%	DCW; DCS; DWF; OFS; OFW	Prv	2
152	157	Las Vegas Color Graphics, Las Vegas	\$32.41	\$31.50	+2	Larry Scheffler	198	DM 55%; COM 35%; SPEC 10%	DCS; DWF; LTR; OFS; OFD	Prv	1
153	120	Continental Web Press, Itasca, IL	\$32.10	\$41.10	-21	Diane K. Field	250	CAT 85%; DM 15%	DCS; OFW	Prv	1
154	163	TPC Printing & Packaging, Chattanooga, TN	\$32.00	\$30.00	+7	Joseph A. Schmissrauter	160	PKG 100%	OFS; SCR	Prv	1
154	182	Mercury Print Productions, Rochester, NY	\$32.00	\$28.10	+13	John C. Place	220	BKS 65%; COM 25%; DM 10%	DCW; DCS; DWF; OFS; OFD	Prv	1
154	159	Bradford & Bigelow, Newburyport, MA	\$32.00	\$31.10	+2	John Galligan	140	BKS 60%; DIR 20%; FIN 10%; COM 10%	DCW; DCS; OFS; OFW; OFD	Prv	1
157	168	The Dot Corp., Irvine, CA	\$31.83	\$29.80	+7	Bruce M. Carson	182	COM 50%; DM 15%; SPEC 10%; INS 10%; CAT 10%	DCS; DWF; OFS; OFW	Prv	3
158	169	Modern Litho, Jefferson City, MO	\$31.78	\$29.70	+7	D. Moore, D. Porter, G. Meeker	193	PUB 50%; COM 30%; DM 10%; CAT 7%; DIR 3%	DCS; DWF; OFS	Prv	4
159	180	PrintingForLess.com, Livingston, MT	\$31.04	\$28.21	+10	Andrew S. Field	190	DM 50%; COM 48%; CAT 2%	DCS; OFS; OFD	Prv	1
160	183	Baesman Group, Hilliard, OH	\$31.00	\$28.00	+11	Rod Baesman	140	SPEC 40% (Retail P-O-P); DM 40%; COM 20%	DCS; DWF; OFS; OFD	Prv	3
161	161	Boutwell Owens & Co., Fitchburg, MA	\$30.80	\$30.50	+1	Ward W. McLaughlin	185	PKG 90%; COM 10%	DCS; FLX; OFS	Prv	2
162	173	C.J. Graphics, Ontario A member of C.J. Group of Cos.	\$30.35	\$29.00	+4	Jay Mandarino	230	CAT 25%; INS 16%; PKG 11%; DM 10%; FIN 9%; COM 8%; ST 7%	DCS; DWF; LTR; OFS; OFD; SCR	Prv	3
163	211	Drummond Press, Jacksonville, FL	\$30.32	\$24.15	+26	John Falconetti	105	COM 55%; DM 20%; FIN 5%; PUB 5%; INS 5%; CAT 5%; DIR 5%	DCS; DWF; OFS; OFW	Prv	2
164	-	ABS Graphics, Itasca, IL	\$30.30	-	-	Russ Babka	150	SPEC 50% (Fulfillment, P-O-P, digital printing, signage, large-format); DM 30%; COM 15%; PKG 5%	DCS; DWF; OFS; SCR	Prv	1
164	-	Southeastern, Stuart, FL	\$30.30	\$16.00	+89	Don Mader	184	COM 80%; PREP 16%; DM 4%	DCS; DWF; OFS	Prv	2
166	190	Rand Graphics, Wichita, KS	\$30.28	\$27.27	+11	Randy Vautravers	150	COM 50%; SPEC 50% (Large-format, digital, screen, P-O-P)	DCS; DWF; OFS; OFD; SCR	Prv	2
167	156	Shapco Printing, Minneapolis	\$30.00	\$32.00	-6	Joel Shapiro	120	COM 33%; DM 20%; BKS 15%; CAT 10%; PKG 5%	DCS; DWF; OFS; OFD	Prv	1
167	163	Star Web Printing, Ekobicoke, Ontario	\$30.00	\$30.00	-	Gulam Jaffer	150	INS 40%; BKS 20%; COM 20%; DM 10%; FIN 5%	DCS; DWF; LTR; OFS; OFW	Prv	1
167	163	Gigantic Color, Dallas	\$30.00	\$28.00	+7	Ken Holsclaw	195	SPEC 65% (Large-format digital); DM 15%; PREP 10%; PKG 5%	DCS; DWF; OFD	Prv	2
170	191	Peczuh Printing, Price, UT	\$29.60	\$27.03	+10	Frank Peczuhr Jr.	140	COM 80%; PKG 20%	DCS; DWF; FLX; OFS	Prv	4
171	183	Huston Patterson, Decatur, IL	\$29.00	\$28.00	+3	Thomas W. Kowa	85	PKG 98%; SPEC 1%; BKS 1%	DCS; OFS	Prv	2
172	170	L & D Mail Masters, New Albany, IN	\$28.65	\$29.50	-2	Diane B. Fischer	104	DM 70%; COM 10%; FIN 10%; INS 10%	DCW; DCS; LTR; OFS; OFD	Prv	1
173	176	Tidewater Direct, Centerville, MD	\$28.60	\$28.90	-1	Ken Boone	220	DM 80%; PKG 10%; INS 10%	DCW; OFW; OFD	Prv	3
174	179	Allen Press, Lawrence, KS	\$28.35	\$28.35	-	Randy Radosevich	201	PUB 56%; SPEC 32%; PREP 10%; DIR 2%	DCS; OFS; OFW	Prv	1
175	162	Hemlock Printers, Burnaby, British Columbia	\$28.20	\$25.30	+11	Dick Kouwenhoven	170	COM 65%; FIN 15%; PUB 10%; BKS 10%	DCS; DWF; OFS	Prv	1
176	181	Midway Press, Dallas	\$28.08	\$28.13	-	T. Cass Andrews	125	PUB 50%; NEWS 40%; BKS 10%	OFW	Prv	1
177	183	Metropolitan Fine Printers, Vancouver, British Columbia	\$28.00	\$28.00	-	Nikos Kallas	120	BKS 20%; DM 20%; CAT 20%; COM 15%; INS 10%; PKG 10%; PUB 5%	DCS; DWF; OFS; OFD	Prv	2
177	-	American Printing, Birmingham, AL	\$28.00	\$28.00	-	Robert F. Stanford	250	BKS 25%; DM 20%; CAT 20%; INS 10%; FIN 5%; PUB 5%; COM 10%	DCS; DWF; LTR; OFS; OFW	Prv	2
179	196	AMP Printing, Dublin, CA	\$27.80	\$26.53	+5	Kathy Main	125	COM 50%; PKG 20%; DM 10%; CAT 10%; PREP 5%	DCS; DWF; LTR; OFS; OFD	Prv	1
180	170	The Flesh Co., St. Louis	\$27.75	\$29.50	-6	Bob Berardino	150	BF 78%; SPEC 22% (Labels)	FLX; OFS; OFW	Prv	1
181	188	V.G. Reed & Sons, Louisville, KY	\$27.60	\$22.30	-	Robert Reed Sr.	103	COM 50%; FIN 30%; DIR 20%	DCW; DCS; LTR; OFS; OFW	Prv	1
182	234	Smith Edwards Dunlap, Philadelphia	\$27.50	\$20.80	+32	Jonathan Shapiro	90	COM 70%; FIN 10%; DM 10%; PREP 5%; NEWS 5%	DCS; OFS	Prv	1
183	183	The P.A. Hutchison Co., Mayfield, PA	\$27.00	\$28.00	-3	Chris Hutchison	135	BKS 90%; CAT 5%; COM 5%	DCW; DCS; OFS; OFW; OFD	Prv	1

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184	247	Zenger Group, Tonawanda, NY	\$26.69	\$19.74	+35	Stephen R. Zenger	129	DM 68%; COM 12%; PKG 5%; S/T 5%; SPEC 4%	DCS; DWF; LTR; OFS; OFD	Prv	3
185	202	Phase 3 Marketing and Communications, Atlanta	\$26.61	\$25.65	+3	Ken Holsclaw	178	SPEC 100% (P-D-P, marketing collateral)	DCS; DWF; OFD	Prv	2
185	201	CP Direct, Lanham, MD	\$26.61	\$25.75	+3	Matt Trotta	110	DM 100%	OFS; OFW	Prv	1
187	204	EP Graphics, Berne, IN Div., Dynamic Resource Group, Berne, IN	\$26.20	\$25.00	+4	Tyler N. Kitt	125	PUB 62%; CAT 32%; SPEC 3% (Fulfillment); BKS 3%	DCW; OFW	Prv	1
188	173	Thomson-Shore, Dexter, MI	\$26.00	\$29.00	-10	Kevin Spall	162	BKS 98%; SPEC 2% (Publishing and distribution, eBooks)	DCS; OFS; OFW	Emp	1
189	192	Worth Higgins & Associates, Richmond, VA	\$25.80	\$26.97	-4	Rick LaReau	160	COM 100%	DCS; DWF; LTR; OFS	Emp	2
190	193	Grafika Commercial Printing, Sinking Spring, PA	\$25.77	\$26.90	-4	Bernard J. Elzer III	105	SPEC 70% (Tags, labels, wall decals); COM 15%; PKG 15%	DCW; DCS; FLX; OFS; SCR	Prv	1
191	199	Gilson Graphics, Grand Rapids, MI	\$25.74	\$26.39	-2	David L. Gilson	160	SPEC 55% (Design, fulfillment, composition); COM 10%; CAT 10%; DM 5%	DCW; DCS; DWF; OFS	Prv	3
192	204	McNaughton & Gunn, Saline, MI	\$25.00	\$25.00	-	Julie McFarland	155	BKS 100%	DCS; OFS; OFW	Prv	1
192	194	HBP Inc., Hagerstown, MD	\$25.00	\$26.75	-7	John Snyder	150	COM 21%; BKS 18%; SPEC 17% (Wide-format, design, fulfillment, ecommerce); DM 15%; PUB 10%	DCS; DWF; OFS	Prv	2
192	204	The Label Printers, Aurora, IL	\$25.00	\$25.00	-	William J. Kane	60	SPEC 95% (Labels and tags); PKG 5%	DCW; DCS; FLX	Prv	2
192	204	The Regal Press, Norwood, MA	\$25.00	\$25.00	-	Bill Duffey	140	SPEC 80% (Digital corporate brand solutions); PKG 5%; DM 5%; PREP 5%; BF 5%	DCW; DCS; DWF; LTR; OFS; OFW; OFD; SCR	Prv	3
192	204	Premier Press, Portland, OR	\$25.00	\$25.00	-	Julie Cordill	145	COM 30%; SPEC 25% (Retail space/large-format rollouts, boutique packaging); DM 20%; PKG 10%; CAT 10%	DCS; DWF; LTR; OFS; OFD	Prv	1
197	212	Heeter, Canonsburg, PA	\$24.75	\$24.00	+3	Scott Heeter	100	DM 40%; COM 40%; SPEC 10%; PKG 10%	DCW; DCS; DWF; OFS; OFD	Prv	2
198	204	Advanced Image Direct, Fullerton, CA	\$24.50	\$25.00	-2	Ty McMillin	150	DM 100%	DCW; DCS; FLX; OFW; OFD	Prv	1
199	139	Prestone Press, Long Island City, NY	\$24.38	\$35.42	-31	Robert Adler	97	COM 90%; PREP 10%	DCS; DWF; OFS; OFD	Prv	1
200	224	Impress Communications, Chatsworth, CA	\$24.20	\$22.40	+8	Paul Marino	90	PKG 60%; COM 20%; CAT 10%; SPEC 5% (Digital); DM 5%	DCS; OFS; OFD	Prv	1
201	219	DATAMATX Inc., Atlanta	\$24.00	\$23.00	+4	Harry Stephens	135	S/T 90%; INS 10%	DCS	Prv	3
201	-	Impact, Minneapolis	\$24.00	\$22.20	+8	Tim Johnson	190	DM 75%; S/T 25%	DCW; DCS	Prv	2
203	237	The Allied Group, Cranston, RI	\$23.90	\$20.10	+18	Bob Clement	150	N/A	DCW; DCS; DWF; OFS; OFW; OFD	Prv	3
203	-	Direct Technologies, Suwanee, GA	\$23.90	\$23.10	+3	Brett Coltman	142	DM 80%; FIN 20%	DCW; DCS	Prv	2
205	212	HM Graphics, Milwaukee	\$23.50	\$24.00	-2	James Sandstrom	130	DM 35%; COM 25%; CAT 20%; PKG 20%	DCS; DWF; OFS; OFD	Prv	1
206	218	Federal Direct, Clifton, NJ	\$23.20	\$23.20	-	Angela Stubbs	140	DM 50%; BF 50%	DCS; OFW	Prv	2
206	225	Gateway Press, Louisville, KY	\$23.20	\$21.70	+7	Glen Georgehead	100	N/A	OFS; OFW	Prv	1
208	200	Salem One, Winston-Salem, NC	\$23.18	\$25.97	-11	Phil Kelley Jr.	127	PKG 40%; DM 35%; FIN 10%; COM 8%; SPEC 7% (digital)	DCW; DCS; FLX; LTR; OFS	Prv	2
209	227	Robin Enterprises, Westerville, OH	\$23.04	\$21.69	+6	Brad Hance	136	COM 100%	DCS; LTR; OFS	Prv	1
210	212	Johnson & Quin, Niles, IL	\$23.00	\$24.00	-4	David R. Henkel	90	DM 88%; BF 12%	DCW; DCS; OFW	Prv	1
210	219	Spectra Print, Stevens Point, WI	\$23.00	\$23.00	-	Eric Hofmeister	130	COM 100%	DCW; DCS; DWF; OFS; OFW	Prv	1
210	219	The Marek Group, Waukesha, WI	\$23.00	\$23.00	-	Fuzzy S. Marek	130	COM 50%; DM 35%; SPEC 15% (Digital printing)	DCS; DWF; LTR; OFS; OFD	Prv	2
210	-	Paragraph Inc., Montreal	\$23.00	\$20.00	+15	Martine Lepine	200	COM 60%; PKG 15%; PREP 10%; FIN 5%; CAT 5%; INS 5%	DCS; DWF; OFS	Prv	2
214	222	Mossberg & Co., South Bend, IN	\$22.30	\$22.70	-2	James W. Hillman	140	COM 50%; PKG 15%; SPEC 15% (Marketing services/fulfillment); CAT 10%; FIN 5%; PREP 5%	DCW; DCS; FLX; LTR; OFS	Prv	2
215	230	Linemark Printing, Upper Marlboro, MD	\$22.20	\$21.20	+5	Steve Bearden	100	COM 40%; DM 25%; BKS 25%; PUB 5%; PKG 5%	DCS; DWF; LTR; OFS	Prv	1
216	231	Bookmasters, Ashland, OH	\$22.00	\$21.00	+4	Ken Fultz	165	BKS 100%	DCW; DCS; DWF; OFS; OFW	Prv	1
216	238	Tailored Label Products, Menomonee Falls, WI	\$22.00	\$20.00	+10	Jeff Kerlin	104	SPEC 100% (Labels, diecut adhesives, tags)	DCW; DCS; DWF; FLX	Prv	2
216	-	Hooven-Dayton Corp., Miamisburg, OH Sub., Che International Group, Cincinnati	\$22.00	\$25.00	-12	Christopher Che	100	SPEC 98% (Labels); PKG 1%; INS 1%	DCW; FLX	Prv	1
219	234	Westamerica Communications, Lake Forest, CA	\$21.60	\$20.80	+4	Doug Grant	100	COM 60%; DM 40%	DCS; DWF; LTR; OFS	Prv	1
220	249	DreamWorks Graphic Communications, Glenview, IL	\$20.85	\$20.50	+2	Daniel A. Luka	65	COM 40%; PKG 20%; SPEC 15%; BKS 5%; CAT 5%; DM 5%; PUB 5%; FIN 3%	DCS; OFS; OFD	Prv	1
221	245	Print NW, Tacoma, WA	\$20.70	\$19.75	+5	Jeffery Beardemph	170	COM 46%; SPEC 31% (Signage, corporate ID); PKG 12%; DM 6%; PUB 5%	DCS; DWF; OFS; OFD	Prv	2
222	243	Litho Press, Indianapolis	\$20.57	\$19.83	+4	J.B. Lacy	43	PKG 90%; COM 10%	DWF; OFS	Prv	1

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'17	'16	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
223	197	Tepel Brothers Printing, Troy, MI	\$20.40	\$26.50	-23	James Tepel	88	SPEC 45% (UV printing); COM 20%; PKG 20%; DM 10%; BKS 5%	DCS; OFS	Prv	2
223	252	Acme Press d/b/a Calitho, Concord, CA	\$20.40	\$19.10	+6	Mardjan Taheri	115	COM 38%; SPEC 23% (Wide-format displays); PKG 22%; DM 12%; CAT 5%	DCS; DWF; LTR; OFS; OFD; SCR	Prv	1
225	245	Turso Cos., St. Paul, MN	\$20.00	\$19.75	+1	Michelle Rencher	85	PKG 45%; SPEC 35% (Expanded content labels); INS 20%	DCW; FLX; OFS	Prv	2
225	231	Color Ink, Sussex, WI	\$20.00	\$21.00	-5	Todd Meissner	75	COM 50%; DM 10%; PKG 10%; SPEC 10%; CAT 5%; FIN 5%; PREP 5%; PUB 5%	DCS; DWF; OFS	Prv	1
225	281	Crossmark Graphics, New Berlin, WI	\$20.00	\$16.00	+25	Tammy Rechner	55	COM 100%	DCS; DWF; OFS	Prv	1
225	291	Pazazz, Montreal	\$20.00	\$19.00	+5	Warren Werbit	90	COM 60%; SPEC 20% (Flexo); PKG 15%; DM 5%	DCW; DCS; DWF; FLX; LTR; OFS; OFD	Prv	1
225	238	Design Distributors, Deer Park, NY	\$20.00	\$20.00	-	Adam Avrick	85	DM 100%	DCW; DCS; OFS; OFW	Prv	3
225	238	DMM Inc., Scarborough, ME	\$20.00	\$20.00	-	John V. Cloutier	142	S/T 80%; DM 10%; SPEC 10% (Fulfillment/distribution)	DCW; DCS; GRV	Prv	2
225	-	Vivid Impact, Louisville, KY	\$20.00	\$20.00	-	Gregory Buchheit	140	COM 50%; SPEC 25% (Signage and display manufacturing); PKG 25%	DCS; DWF; OFS	Prv	1
232	249	Think Patented, Miamisburg, OH	\$19.90	\$19.50	+2	Kenneth O. Mc Nerney, Niels M. Winther	125	COM 32%; SPEC 26%; DM 15%; PUB 8%; PKG 8%; INS 6%; CAT 5%	DCS; DWF; OFS; OFD	Prv	1
233	244	KM Media Group, Clifton, NJ	\$19.85	\$19.80	-	Richard Kirschenbaum	85	COM 80%; BF 10%; SPEC 5%; INS 5%	DCS; DWF; LTR; OFS; OFW	Prv	1
234	217	Maggio Data Forms, Hauppauge, NY	\$19.80	\$21.00	-6	Robert Maggio	113	BF 80%; DM 10%; SPEC 10% (Integrated cards, labels)	DCW; DCS; OFW	Prv	2
234	248	TLF Graphics, Rochester, NY	\$19.80	\$19.73	-	Robert McJury	118	SPEC 100% (Tags and labels)	DCW; DCS; DWF; FLX; SCR	Prv	2
236	263	Hopkins Printing, Columbus, OH	\$19.42	\$17.60	+10	Jim Hopkins	102	COM 38%; SPEC 21%; DM 19%; PUB 11%; CAT 9%	DCS; DWF; LTR; OFS	Emp	1
237	229	Graphic Visual Solutions, Greensboro, NC	\$19.27	\$21.27	-9	Bryan Hall	101	COM 73%; PKG 27%	DCS; DWF; FLX; OFS	Prv	1
238	255	Fisher Group, Hiawatha, IA	\$18.99	\$18.68	+2	Martin C. Fisher	104	DM 58%; INS 13%; COM 10%; PUB 10%; CAT 9%	OFW	Prv	1
239	236	Highland Computer Forms, Hillsboro, OH	\$18.61	\$20.77	-10	Robert Wilson	132	BF 92%; SPEC 8% (Labels, tags)	N/A	Prv	3
240	286	Sterling Digital Print, Hauppauge, NY	\$18.60	\$15.70	+18	Ed McAllister	45	FIN 40%; BKS 20%; PUB 10%; DM 10%; PUB 10%; COM 10%	DCW; DCS; OFS	Prv	1
241	316	ID Label, Lake Villa, IL	\$18.50	\$13.70	+35	Neil Johnston	75	SPEC 100% (Warehouse barcode labels)	DCW; FLX	Prv	2
242	257	METZGERS, Toledo, OH	\$18.35	\$18.49	-1	Tom Metzger	105	COM 45%; SPEC 25% (Fulfillment, wide-format, eServices); DM 20%; CAT 5%; PKG 5%	DCS; DWF; OFS; OFD	Prv	1
243	268	ProGraphics Communications, Atlanta	\$18.20	\$17.10	+6	Gene Hindman	110	COM 45%; DM 19%; SPEC 13%; PUB 10%; FIN 7%; CAT 6%	DCS; DWF; LTR; OFS	Prv	2
243	266	Streamworks, Blaine, MN	\$18.20	\$17.27	+5	Joe Kohn	150	DM 65%; SPEC 15% (Digital/integrated marketing); S/T 10%; COM 5%	DCS; DWF; OFS	Prv	1
245	253	Amidon Graphics, St. Paul, MN	\$18.00	\$19.00	-5	Karen J. Amidon	85	DM 80%; SPEC 20%	DCS; OFW	Prv	1
245	259	Visions Inc., Brooklyn Park, MN	\$18.00	\$16.50	+9	Jon Otto	99	COM 40%; DM 30%; SPEC 16% (Specialty products, design, creative services, wide-format); PREP 5%	DCS; DWF; OFS	Prv	2
245	238	Boss Litho, City of Industry, CA	\$18.00	\$20.00	-10	Jean Paul Nataf	55	PKG 80%; CAT 20%	OFS	Prv	1
248	262	Neyenesch Printers, San Diego	\$17.76	\$17.81	-	Cliff Neyenesch, Carol A. Bentley	70	COM 100%	DCS; LTR; OFS	Prv	1
249	277	MAR Graphics, Valmeyer, IL	\$17.70	\$16.50	+7	Richard Roever	86	DM 55%; BF 30%; COM 15%	DCW; DCS; FLX; OFW	Prv	1
250	273	Meridian Graphics, Tustin, CA	\$17.31	\$14.30	+21	David Melin	65	COM 70%; PKG 10%; DM 10%; CAT 5%; PREP 5%	DCS; OFS	Prv	1
251	298	Tapecon Inc., Buffalo, NY	\$17.11	\$14.91	+15	Steven Davis	109	SPEC 95% (Medical devices, printed electronics, custom converting and fabrication); PKG 5%	DCW; DCS; DWF; FLX; LTR; SCR	Prv	1
252	269	COP Communications/California Offset Printers, Glendale, CA	\$17.00	\$17.00	-	William R. Rittwage	65	PUB 39%; COM 15%; CAT 15%; DM 7%; BKS 5%; NEWS 5%; PKG 5%; PREP 5%	DCW; DWF; OFS; OFW	Prv	1
252	269	CJK Print Possibilities (The C.J. Krehbiel Co.), Cincinnati	\$17.00	\$17.00	-	Robert C. Krehbiel III, Tim Ruppert	90	BKS 40%; CAT 40%; COM 20%	DCW; DCS; OFS; OFW	Prv	1
252	231	FLM Graphics, Fairfield, NJ	\$17.00	\$21.00	-19	Frank L. Misischia	65	COM 70%; SPEC 15% (Retail/promotion); CAT 10%; DM 5%	DCS; DWF; OFS; OFD	Prv	2
252	269	Blanks Printing and Digital Solutions, Dallas	\$17.00	\$17.00	-	Leron Blanks	75	COM 80%; CAT 5%; SPEC 5%; DM 5%	DCS; DWF; OFS	Prv	1
252	291	Stolze, Bridgeton, MO	\$17.00	\$15.22	+12	Phillip D. Stolze	63	DM 50%; COM 50%	DCS; OFS	Prv	1
252	-	Marshall & Bruce, Nashville, TN	\$17.00	\$16.50	+3	Chip Smith	65	PKG 75%; COM 20%; CAT 5%; DM 5%	DCS; DWF; OFS	Prv	1
252	-	Seachange Print Innovations, Minneapolis	\$17.00	\$12.00	+42	Wendi Breuer	90	SPEC 32% (Election services); COM 22%; PKG 22%; DM 13%; BKS 7%; FIN 4%	DCW; DCS; DWF; OFS; OFW	Prv	1
259	288	Consolidated Press, Seattle Div., Washington Web, Seattle	\$16.98	\$15.31	+10	Joe Atturio	65	PUB 40%; COM 20%; BKS 15%; DM 10%	DCS; OFS; OFW; OFD	Prv	2
260	276	Professional Printers, W. Columbia, SC	\$16.80	\$16.60	+1	Jimmy Kohn	101	COM 55%; CAT 20%; DM 15%; SPEC 10% (Promo)	DCW; DWF; OFS; OFW; OFD	Prv	2

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261	275	Techprint Inc., Lawrence, MA	\$16.50	\$16.70	-1	Paul J. Durant Jr.	100	SPEC 80% (Labels, graphic overlays, printed electronics); COM 10%; PKG 10%	DCW; DCS; FLX; SCR	Prv	1
261	312	Lithocraft Co., Anaheim, CA	\$16.50	\$13.90	+19	Bradley Thurman	65	COM 60%; CAT 15%; DM 13%; PKG 12%	DCS; OFS	Prv	1
263	286	The Van Lanen Printing Co., Green Bay, WI	\$16.30	\$15.70	+3	Paul Parish	105	COM 90%; PKG 10%	DCS; DWF; OFS; OFW	Prv	2
264	283	Cedar Graphics, Hiawatha, IA	\$16.20	\$15.80	+3	Hassan Igram	100	COM 50%; DM 20%; CAT 15%; PKG 10%; BKS 5%	DCS; DWF; OFS; OFD	Prv	2
264	258	Canfield & Tack, Rochester, NY	\$16.20	\$18.39	-11	Ray Brown	78	COM 58%; DM 20%; CAT 5%; S/T 4%; SPEC 4%	DCS; DWF; OFS	Emp	2
266	283	Imperial Communications, New Berlin, WI	\$16.10	\$15.80	+2	Jason Stormowski	71	SPEC 40% (P-O-P); PKG 20%; PREP 10%; DM 10%	DCS; DWF; OFS	Prv	2
267	281	Kubin-Nicholson Corp., Milwaukee	\$16.00	\$16.00	-	Michael Rees	70	COM 60%; SPEC 40% (Out-of-home, outdoor and transit specialty/decor)	DWF; OFS; OFD	Prv	2
267	253	Garlich Printing, St. Louis	\$16.00	\$19.00	-16	Brad Garlich, Greg Garlich, Don Hockenbury	80	COM 40%; SPEC 40% (P-O-S, tear pads); DM 20%	DCS; LTR; OFS; OFD	Emp	1
267	291	O'Neil Printing, Phoenix	\$16.00	\$15.00	+7	Anthony Narducci	95	COM 25%; PUB 20%; BKS 20%; SPEC 13% (Web-to-print orders); INS 11%; DM 8%	DCS; DWF; OFS; OFD	Emp	2
267	-	All Color Printers, Deer Park, NY	\$16.00	\$14.20	+13	William Bogue	N/A	COM 80%; CAT 10%; PKG 10%	DCS; OFS	Prv	1
271	249	Daily Printing, Plymouth, MN	\$15.85	\$19.50	-18	Thomas J. Moe	70	DM 40%; COM 40%; SPEC 20% (Digital)	DCS; OFS; OFD	Emp	1
272	285	Brilliant Graphics, Exton, PA	\$15.76	\$15.31	+3	Bob Tursack	76	COM 40%; BKS 30%; CAT 25%; DM 5%	DCS; DWF; LTR; OFS; OFD	Prv	1
273	267	Burton & Mayer, Menomonee Falls, WI	\$15.70	\$17.17	-9	James Burton	86	COM 50%; SPEC 20% (Digital); DM 10%; PUB 5%	DCS; DWF; LTR; OFS	Prv	1
273	290	Connecticut Color, Meriden, CT	\$15.70	\$15.09	+4	Richard Pulie	73	DM 50%; FIN 15%; CAT 15%; COM 10%; INS 5%; PUB 5%	DCS; LTR; OFS; OFW; OFD	Prv	1
275	297	CE Printed Products, Carol Stream, IL	\$15.53	\$14.96	+3	Robert Ohr	82	SPEC 100% (Envelopes, stationery)	DCS; FLX; OFS	Prv	3
276	277	Aradius Group, Omaha, NE	\$15.40	\$16.50	-7	Steven D. Hayes	79	DM 70%; SPEC 20% (Agency); COM 10%	DCS; OFS; OFW; OFD	Prv	1
277	306	Team Concept Printing & Thermography, Carol Stream, IL	\$15.24	\$14.24	+7	Anthony Rouse	52	COM 59%; DM 12%; BKS 9%; SPEC 6% (Business cards); CAT 6%; PKG 5%	DCW; DCS; DWF; OFS; OFD	Prv	1
278	291	Grand Rapids Label, Grand Rapids, MI	\$15.10	\$15.00	+1	William M. Muir	76	SPEC 50%; PKG 50%	DCW; FLX; SCR	Prv	1
279	-	Pro Document Solutions, Paso Robles, CA	\$15.02	-	-	George Phillips	52	BF 70%; SPEC 15% (Security documents); COM 5%; DM 5%	DCW; DCS; OFS; OFW	Prv	2
280	-	Dual Graphics, Brea, CA	\$15.00	\$15.50	-3	James Joyce	83	DM 20%; COM 20%; SPEC 20%; CAT 20%; BKS 5%; FIN 5%; PKG 5%; PUB 5%	DCS; OFS	Prv	2
280	277	Mele Printing, Covington, LA	\$15.00	\$16.50	-9	Mallery Mele	105	COM 40%; DM 20%; CAT 10%; BF-10%; INS 10%	DCS; DWF; OFS	Prv	1
280	289	Haapanen Brothers, Gurnee, IL	\$15.00	\$15.30	-2	Jerry Haapanen	70	INS 52%; COM 40%; PKG 8%	DCS; DWF; OFS; OFW	Prv	1
280	-	Complete Print Shop, Phoenix	\$15.00	-	-	Lam Bui	48	COM 65%; DM 15%; SPEC 15% (Labels, tags, promotional products, signs, displays, wide-format printing); BF 5%	N/A	Prv	1
284	301	Toof - American Digital Printing, Memphis, TN	\$14.90	\$14.50	+3	Stillman McFadden	102	COM 60%; DM 20%; CAT 15%; BKS 5%	DCS; LTR; OFS; OFW; OFD	Prv	2
285	300	L+L Printers, Carlsbad, CA	\$14.70	\$14.70	-	Bill Anderson	110	COM 41%; CAT 20%; PKG 13%; DM 11%; SPEC 10% (Digital large-format)	DCS; DWF; OFS; OFD	Prv	2
286	291	Envision3, Bloomington, IL	\$14.50	\$15.00	-3	Kevin Franz	85	COM 35%; DM 34%; PKG 10%; CAT 10%; PUB 9%	DCS; OFS	Prv	1
286	304	Marina Graphic Center, Hawthorne, CA	\$14.50	\$14.30	+1	Peggy Chernoff	127	COM 55%; DM 45%	DCS; DWF; LTR; OFS	Prv	1
288	302	Bayard Printing Group, Williamsport, PA	\$14.40	\$14.40	-	Mark P. Lundberg	95	PUB 23%; COM 22%; DM 21%; NEWS 17%; CAT 5%; INS 5%; SPEC 5% (Screen)	DCS; DWF; LTR; OFS; OFW; SCR	Prv	3
289	-	Business Card Service, Burnsville, MN	\$14.35	-	-	Tom Marchessault	75	COM 100%	N/A	Prv	1
290	-	Alliance Printing, Houston	\$14.33	\$13.43	+7	Jeff Birmingham	50	COM 80%; SPEC 20% (Labels)	DCW; DCS; FLX; OFS; OFD	Prv	2
291	299	BR Printers, San Jose, CA	\$14.30	\$14.75	-3	Rich Brown, Adam DeMaestri	125	BKS 65%; COM 35%	DCW; DCS	Prv	2
291	306	UMC Print, Overland Park, KS	\$14.30	\$14.24	-	Shawn Boyd	80	CAT 20%; COM 20%; PUB 20%; DM 20%; BKS 20%	DCS; DWF; OFS; OFD; SCR	Prv	1
293	323	PDF Print Communications, Signal Hill, CA	\$14.25	\$13.40	+6	Kevin Mullaney	80	BF 85%; COM 5%; SPEC 5% (Envelopes, folders, stationery); BKS 5%	DCS; LTR; OFS; OFW; OFD	Prv	4
294	-	Bennett Graphics, Tucker, GA	\$14.10	\$12.40	+14	David W. Bennett	58	COM 100%	DCS; DWF; OFW	Prv	1
295	280	Best Press, Addison, TX	\$14.00	\$16.10	-13	Wendy Kalisher	80	COM 60%; SPEC 15% (P-O-S, signage, both store and shelf, one-off prototyping, fulfillment, order processing, warehousing, logistics); DM 15%; PKG 10%	DCS; DWF; LTR; OFS; OFD	Prv	1
295	319	Fineline Printing Group, Indianapolis	\$14.00	\$13.50	+4	Richard Miller	70	COM 50%; SPEC 20% (Digital, cross-media); DM 15%; S/T 10%; PREP 5%	DCS; DWF; OFS; OFD	Prv	1
295	309	Brodnax/Varidoc, Dallas	\$14.00	\$14.00	-	Mike Campbell	40	CAT 35%; DM 25%; COM 25%; PUB 10%; S/T 5%	DCS; DWF; OFS	Prv	1

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295	309	Valtim, Forest, VA	\$14.00	\$14.00	-	Tim Hamilton	150	DM 60%; SPEC 34% (Contact center, fulfillment services, information and data management); COM 3%; INS 3%	DCW; DCS	Prv	1
295	319	Wallace Graphics, Stone Mountain, GA	\$14.00	\$13.50	+3	John Wallace	75	DM 60%; COM 25%; CAT 15%	DCS; DWF; OFS	Prv	1
295	324	Visual Marking Systems, Twinsburg, OH	\$14.00	\$13.00	+7	Dolf Kahle	115	SPEC 100% (OEM, fleet, P-O-P, public transportation, consumables)	DCW; DCS; DWF; OFW; SCR	Prv	2
301	315	Graphic Dimensions, Austell, GA	\$13.89	\$13.73	+1	Jay Scammell	105	BF 80%; SPEC 15% (Labels and tags); COM 5%	DCW; DCS; FLX; OFS; OFW; OFD	Prv	3
302	319	The Printing Source, St. Louis	\$13.80	\$13.20	+4	Tim Lyons	58	COM 50%; PUB 10%; DM 10%; PKG 10%; CAT 10%	DCS; OFS	Prv	2
303	311	Data Papers, Muncy, PA	\$13.65	\$13.91	-2	Jerry Wertz	64	BF 40%; FIN 20%; DM 15%; PKG 10%; COM 10%; INS 5%	DCW; DCS; OFW	Prv	1
304	313	AmeriCAL Inc., Omaha, NE	\$13.50	\$13.86	-3	John Peterson	64	SPEC 100% (Labels and tags)	N/A	Prv	1
305	-	Hederman Brothers, Madison, MS	\$13.32	\$12.84	+4	Doug Hederman	92	DM 35%; COM 25%; PUB 20%; DIR 5%; CAT 5%; BKS 5%; INS 5%	DCS; DWF; OFS	Prv	1
306	316	HighRoad Press, Moonachie, NJ	\$13.20	\$13.70	-4	Hallie Satz	48	COM 35%; DM 20%; PUB 10%; CAT 10%; INS 5%; BKS 5%	OFS; OFD	Prv	1
307	342	Premier Printing and Mailing, Stratford, CT	\$13.10	\$11.90	+10	Tim Cicchese	57	SPEC 35% (Variable laminated cards); COM 25%; DM 15%; CAT 10%	DCW; DCS; DWF; FLX; LTR; OFS	Prv	1
308	337	McCormick-Armstrong Co., Wichita, KS	\$13.03	\$12.17	+7	Jacob W. Shaffer	66	COM 50%; CAT 20%; DM 10%; INS 8%; BKS 5%; PUB 5%	DCS; OFS; OFW	Prv	2
309	291	Carter Printing, Richmond, VA	\$13.00	\$15.00	-13	Wayne R. Carter	90	PUB 20%; PKG 18%; BKS 15%; CAT 15%; DIR 10%; COM 10%; PREP 10%	DCS; OFS	Prv	1
309	324	Trumbull Printing, Trumbull, CT	\$13.00	\$13.00	-	Gustave C. Semon	100	NEWS 50%; PUB 20%; DIR 10%; COM 10%; CAT 5%; INS 5%	OFW	Prv	1
311	304	Franklin Press, Baton Rouge, LA	\$12.90	\$14.30	-10	Ernest C. Seals	85	DM 90%; SPEC 5%; COM 5%	DCS; OFS; OFW; OFD	Prv	1
312	339	Watkins Lithographic, North Kansas City, MO	\$12.85	\$12.00	+7	Eddy Watkins	65	COM 70%; CAT 10%; SPEC 10%; DM 10%	DCS; DWF; FLX; LTR; OFS; OFW	Prv	1
313	327	Holland Litho Printing Service, Zeeland, MI	\$12.80	\$12.60	+1	Rick Baarman	80	COM 40%; DM 30%; PUB 10%; CAT 10%; PKG 5%; BKS 5%	DCS; OFS	Prv	1
314	334	Precision Color Graphics, Franklin, WI	\$12.75	\$12.20	+5	John Goeden	44	PKG 60%; PREP 20%; COM 20%	DCS; FLX; OFS	Prv	2
315	327	Interprint Web Printing, Clearwater, FL Sub., Morten Enterprises, Clearwater, FL	\$12.66	\$12.60	-	Scott J. Morten	105	PUB 50%; DM 25%; CAT 20%; INS 5%	DCS; OFS; OFW	Prv	3
316	303	Vox Printing, Oklahoma City	\$12.65	\$14.34	-12	LaVerna Reid	60	COM 76%; PKG 18%; PREP 4%	DCS; FLX; OFW	Prv	1
317	319	Shweiki Media Printing, San Antonio	\$12.50	\$12.00	+4	Gal Shweiki	51	PUB 65%; INS 10%; CAT 9%; DIR 5%; DM 5%; COM 5%	DCS; DWF; OFW	Prv	1
318	-	J&A Printing, Hiawatha, IA	\$12.20	\$13.00	-6	Scott Cadwallader	72	COM 55%; DM 40%; CAT 2%; INS 2%	DCS; DWF; OFS	Prv	1
319	-	Action Printing, Fond du Lac, WI Div., Gannett Co., McLean, VA	\$12.00	-	-	Darwin Bethke	80	COM 95%; DM 5%	DCS; OFS; OFW	Pub	1
319	350	S2K Graphics, Chatsworth, CA	\$12.00	\$11.00	+9	Dan Pulos	50	SPEC 100% (P-O-P)	DWF; SCR	Prv	2
319	339	John S. Swift Co., Buffalo Grove, IL	\$12.00	\$12.00	-	John S. Swift	80	COM 35%; DIR 25%; NEWS 20%; CAT 10%; BKS 10%	DCS; OFS; OFW	Prv	3
319	-	Magna IV Communications, Little Rock, AR	\$12.00	\$12.00	+3	Kent Middleton	65	COM 90%; PUB 5%; CAT 3%; DM 2%	DCS; DWF; LTR; OFS	Prv	1
319	338	Allen-Bailey Tag & Label, Caledonia, NY	\$12.00	\$12.10	-1	Eugene Tonucci	100	SPEC 100% (Tags and labels)	FLX; LTR	Prv	1
319	332	Royal, Brooklyn Park, NY	\$12.00	\$12.30	-2	Tim Urness	65	BF 85%; PKG 10%; COM 5%	DCS; FLX; OFW; OFD	Prv	1
319	345	Graphic Solutions Group, Kennesaw, GA	\$12.00	\$11.10	+8	Mark Pope	72	COM 87%; DM 8%; PKG 5%	DCS; DWF; LTR; OFS	Prv	1
319	339	Luminer Converting Group, Lakewood, NJ	\$12.00	\$12.00	-	Thomas Spina	50	SPEC 100% (Promotional products, labels, tags and Web solutions)	DCW; FLX	Prv	2
327	329	Central States Business Forms, Dewey, OK	\$11.94	\$12.53	-5	Kenneth G. Adams	94	BF 99%; DM 1%	OFS; OFW	Prv	2
328	330	Indexx Inc., Greenville, SC	\$11.75	\$12.50	-6	Jordan Finn	70	SPEC 34% (e-commerce); DM 15%; COM 15%; CAT 15%; PUB 10%; DIR 5%; INS 5%	DCS; OFS	Prv	1
329	-	Action Mailing & Printing Solutions, Liberty, MO	\$11.70	\$9.40	+24	Dick Waggener	115	DM 80%; COM 10%; INS 10%	DCW; DCS; LTR; OFS	Prv	1
330	316	Cohber Press, Rochester, NY	\$11.69	\$13.70	-14	Eric C. Webber	68	COM 41%; DM 34%; PKG 8%; SPEC 7% (Photo books); CAT 4%	DCS; OFS; OFD	Prv	1
331	334	Velocity Print Solutions, Scotia, NY	\$11.60	\$11.60	-	James M. Stiles	72	SPEC 35% (Promotional products, fulfillment, warehousing, cross-media); COM 32%; CAT 20%; PKG 5%	DCS; OFS; OFD	Prv	1
332	344	Puritan Press, Hollis, NH	\$11.58	\$11.76	-1	Kurt Peterson	80	COM 45%; DM 10%; BKS 10%; PUB 10%; CAT 10%; SPEC 10%; PREP 5%	DCS; OFS	Prv	2
333	326	Heritage Integrated, El Reno, OK Sub., Delson Properties, El Reno, OK	\$11.50	\$12.80	-10	David Delana	72	DM 58%; COM 21%; INS 10%; PKG 6%; BKS 5%	DCS; DWF; LTR; OFS; OFD	Prv	1

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'17	'16	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
333	342	Barton & Cooney, Burlington, NJ	\$11.50	\$11.90	-3	Patrick M. Doyle	50	DM 40%; S/T 35%; INS 10%; PREP 5%; FIN 5%; BF 5%	DCW; DCS; OFS	Prv	1
335	353	Allen Printing, Nashville, TN	\$11.40	\$11.00	+4	Shannon Heffington	90	COM 100%	DCS; LTR; OFS	Prv	1
336	348	Mt. Royal Printing, Baltimore	\$11.30	\$11.40	-	Gary Cayce	51	COM 85%; SPEC 15% (Wide-format and digital)	DCS; DWF; LTR; OFS	Prv	2
337	379	3A Press, Lajas, Puerto Rico	\$11.16	\$8.91	+25	Marie A. Rosado	124	SPEC 55% (Health care printing); PKG 45%	DCS; OFS; OFW	Prv	1
338	372	Digital Dog Direct, Ewing, NJ	\$11.10	\$9.60	+16	Ken Maisel	43	DM 75%; SPEC 10%; INS 5%; COM 3%; BKS 3%	DCS; DWF	Prv	1
339	345	McCourt Label, Lewis Run, PA	\$11.00	\$11.50	-4	David G. Ferguson	67	SPEC 100% (Labels, tags, printer, ribbons)	N/A	Prv	1
339	330	Datatel Resources, Monaca, PA	\$11.00	\$12.50	-12	Allen J. Simon	45	BF 50%; SPEC 40% (Jumbo rolls); DM 10%	OFW	Prv	1
339	360	PrimeNet Direct Marketing Solutions, Largo, FL	\$11.00	\$10.35	+6	Mark Keefe	125	DM 30%; COM 20%; S/T 20%; FIN 20%; SPEC 5% (Idealliance G7 Certified Color Contract Proofer)	DCW; DCS; LTR; OFS; OFW	Prv	2
339	359	Fort Orange Press, Albany, NY	\$11.00	\$10.50	+5	Robert F. Witko	40	COM 100%	DCW; DCS; OFS; OFD	Prv	1
343	380	Walker360, Montgomery, AL	\$10.90	\$8.70	+25	Taylor Blackwell	62	COM 64%; SPEC 11% (Advertising agency services, wide-format, finished goods); PREP 8%; DM 6%; BKS 5%; PUB 5%	DCS; OFS	Prv	1
344	347	Labels West, Woodinville, WA	\$10.82	\$11.49	-6	John Shanley	52	SPEC 100% (Tags and labels)	DCW; FLX; SCR	Prv	1
345	334	5 Day Business Forms Mfg., Anaheim, CA	\$10.80	\$12.20	-11	Leslie Messick	58	BF 100%	OFW	Prv	2
346	364	Abbott Communications Group, Maitland, FL	\$10.75	\$10.03	+7	Arthur Abbott	70	COM 50%; DM 40%; INS 10%	DCS; OFS; OFD	Prv	1
347	361	Thompson Print & Mailing Solutions, San Antonio	\$10.64	\$10.30	+3	David Thompson	65	BF 30%; COM 30%; DM 10%; DIR 10%; INS 6%; CAT 5%; SPEC 5% (Banners, wide-format)	DCW; DCS; DWF; OFS; OFD; SCR	Prv	3
348	358	CPC Solutions, Grand Junction, CO	\$10.62	\$10.56	+1	Michael Antonucci	87	CAT 25%; PKG 25%; COM 20%; SPEC 10%; DM 10%	DCS; OFS; OFD	Prv	1
349	353	Dolce Printing, Maywood, NJ	\$10.50	\$11.00	-5	Glenn Dolce	32	COM 60%; FIN 40%	DCS; OFS	Prv	1
350	-	iColor Printing & Mailing, Los Angeles	\$10.38	\$9.13	+14	Adil Khan	56	N/A	DCS; DWF; FLX; OFS; OFW; OFD	Prv	2
351	363	Delzer Lithograph, Waukesha, WI	\$10.33	\$10.27	+1	Mike Delzer	65	COM 50%; SPEC 50% (Digital, fulfillment)	DCS; DWF; OFS	Prv	1
352	371	Choctaw Print Services, Durant, OK	\$10.32	\$9.70	+6	Russell Marcum	19	SPEC 50% (Promotional products, apparel); DM 35%; CAT 10%; BKS 5%	DCS; DWF; LTR; OFS; OFD	Prv	1
353	-	ASAP Printing, Salt Lake City	\$10.22	\$11.73	-13		68	COM 80%; SPEC 10% (envelopes, folders, stationery); DM 10%	OFS	Prv	3
354	356	Wallace Carlson Printing, Minnetonka, MN	\$10.10	\$10.81	-6	Ann K. Turbeville	51	COM 61%; CAT 15%; DM 10%; PKG 10%; PREP 4%	DCS; LTR; OFS	Prv	1
355	-	The Goode Co., Rohnert Park, CA	\$10.05	\$8.76	+15	Michael Sanabria	54	DM 40%; COM 30%; SPEC 30% (Wine industry marketing)	DCS; LTR; OFS; OFW	Prv	1
356	368	Next Day Four Color, San Antonio	\$10.04	\$9.10	+10	Todd Frost	47	COM 100%	DCS; LTR; OFS	Prv	2
357	-	Bestforms Inc., Camarillo, CA	\$10.00	-	-	Joe Valdez	48	SPEC 75% (Tags, labels, plastic products, cards); BF 25%	N/A	Prv	1
357	377	Bollin Label Systems, Toledo, OH	\$10.00	\$9.00	+11	Mark Bollin	55	SPEC 100% (Labels)	DCW; DCS; FLX	Prv	1
357	361	Bradley Graphic Solutions, Bensalem, PA	\$10.00	\$10.30	-3	Robert J. Bradley	41	DM 80%; BF 20%	N/A	Prv	1
360	370	Merlin Printing, Amityville, NY	\$9.90	\$9.80	+1	Steven Vid	38	INS 84%; DM 10%; SPEC 6%	DCS; DWF; OFW	Prv	1
361	-	Foresight Group & Discount Signs, Lansing, MI	\$9.71	\$8.03	+21	William Christofferson	79	COM 93%; DM 7%	DCS; DWF; FLX; OFS	Prv	3
362	376	J&M Printing (ND), Gwinner, ND	\$9.70	\$9.20	+5	Harrison McCleery	50	COM 60%; DM 30%; CAT 10%	DCS; LTR; OFS; OFD	Prv	1
363	372	ArborOakland Group, Royal Oak, MI	\$9.60	\$9.60	-	Don Kirkland	57	COM 30%; DM 25%; CAT 20%; PUB 20%	DCS; DWF; OFS; OFW; OFD	Prv	1
364	374	Graphic Village, Cincinnati, OH	\$9.50	\$9.50	-	Eric Kahn	65	COM 70%; DM 30%	DCS; DWF; OFS	Prv	1
364	351	Liberty Creative Solutions, Tinley Park, IL	\$9.50	\$11.22	-15	Angela Hipelius	56	DM 60%; COM 40%	DCS; DWF; OFS	Prv	1
366	377	Multi-Craft, Newport, KY	\$9.40	\$9.00	+4	Deborah Simpson	45	PREP 25%; DM 25%; COM 25%; PKG 25%	DCS; DWF; OFS	Prv	1
367	355	AmeriPrint Corp., Harvard, IL	\$8.76	\$10.86	-19	James Schultzy	55	BF 71%; SPEC 29% (Tags and labels)	FLX; LTR; OFS; OFW	Prv	1
368	375	Apex Color, Jacksonville, FL	\$8.60	\$9.21	-7	Richard Ghelerter	48	BF 55%; COM 45%	DCS; OFS; OFW	Prv	1
369	380	Stylecraft Printing, Canton, MI	\$8.40	\$8.70	-3	Richard A. Pesci	49	BF 80%; COM 18%; PKG 2%	FLX; LTR; OFS; OFW	Prv	3
369	-	Quick Tab II, Tiffin, OH	\$8.40	-	-	Mike Daughenbaugh	65	BF 62%; COM 28%; DM 9%; SPEC 1% (Signs, displays, wide-format printing)	N/A	Prv	1
371	390	Digital Label Solutions, Yorba Linda, CA	\$8.34	\$7.89	+5	Joe Marks	38	PKG 100%	DCW	Prv	1
372	385	Hagg Press, Elgin, IL	\$8.30	\$8.30	-	Kern W. Hagg Jr.	56	BKS 38%; COM 25%; PUB 10%; DM 5%; CAT 5%	DCS; DWF; OFS; OFW	Prv	1
373	385	Alexander Clark Printing, Boise, ID	\$8.10	\$8.30	-2	Michael Ayers	45	COM 60%; BF 40%	DCS; LTR; OFS; OFW	Emp	1
374	-	Lawton Connect, Orlando, FL	\$8.01	\$6.30	+27	Kimberly Lawton Koon	47	COM 79%; DM 15%; PREP 3%; PKG 3%	DCS; DWF; OFS; OFD	Prv	1
375	388	Merrick Printing, Louisville, KY Sub., Merrick Industries, Louisville, KY	\$8.00	\$8.20	-2	M. David Merrick	68	COM 50%; CAT 20%; PUB 10%; DM 10%; BKS 5%; PKG 5%	DCS; DWF; OFS; OFW; OFD	Prv	1
375	382	Raintree Graphics, Jacksonville, FL	\$8.00	\$8.50	-5	Mike Seethaler	48	COM 100%	DCS; DWF; LTR; OFS	Prv	1

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'17	'16	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
375	-	AC Printing, Euless, TX	\$8.00	\$7.79	+3	Ken Kanji	45	COM 70%; DM 25%; PREP 3%; SPEC 2%	DCW; DCS; LTR; OFS; OFW; OFD	Prv	1
378	394	Haig Graphic Communications, Hauppauge, NY	\$7.95	\$7.54	+5	James Kalousdian	43	COM 100%	DCW; DCS; DWF; OFS; OFW; OFD	Prv	1
379	387	MidAtlantic Printers, Altavista, VA	\$7.82	\$8.22	-5	Charles Edwards	64	COM 45%; PUB 30%; CAT 25%	DCS; OFS	Prv	1
380	389	The Harty Press, New Haven, CT	\$7.65	\$7.91	-3	George R. Platt	45	DM 40%; COM 30%; SPEC 25%; PREP 5%	DCS; DWF; OFS; OFD	Prv	1
380	369	The Whitley Group, Austin, TX	\$7.65	\$9.84	-22	Kevin Cassis	49	COM 45%; DM 25%; SPEC 15% (Large-format); PUB 9%; CAT 3%	DCS; DWF; OFS; OFD	Prv	1
382	-	Seaway Printing, Green Bay, WI	\$7.64	\$6.03	+27	Kevin Heslin	45	PUB 60%; COM 20%; BKS 20%	DCS; OFS	Prv	1
383	396	Prodigital Printing, Edison, NJ	\$7.60	\$7.50	+1	Larry Solomon	33	DM 50%; COM 30%; SPEC 20% (Promotional products, envelopes, folders and stationery)	DCS; DWF; OFS	Prv	1
384	-	CFC Print Solutions, Grand Prairie, TX	\$7.55	\$6.70	+13	Tommy Gillis	55	BF 73%; COM 15%; SPEC 12%	DCS; OFS; OFW	Prv	1
385	399	FolgerGraphics Inc., Hayward, CA	\$7.54	\$7.25	+4	Dick Folger	45	DM 30%; NEWS 30%; PUB 30%; COM 6%	DCS; OFS; OFW	Prv	1
386	396	Custom Printing, Oxnard, CA	\$7.20	\$7.20	-	Charles A. Utts	45	DM 35%; COM 20%; BKS 10%; S/T 10%; CAT 10%	DCS; DWF; LTR; OFS	Prv	2
387	-	Cushing & Co., Chicago	\$7.18	\$7.41	-3	Cathleen Cushing Duff	51	SPEC 30% (Branded environmental graphics: wall graphics, privacy film, dimensional lettering); DM 15%; BKS 15%; PREP 5%	DCW; DCS; DWF; OFD	Prv	1
388	392	DUKE, Eastlake, OH	\$7.15	\$7.55	-5	Blake A. Leduc	50	DM 40%; COM 35%; CAT 25%	DCS; DWF; OFS	Prv	2
389	-	N.E.W. Printing, Appleton, WI	\$7.12	\$6.83	+4	Mark Weinfurter	38	COM 78%; DM 15%; SPEC 6% (Labels, tags, envelopes, folders, stationery); BF 1%	DCS; LTR; OFS	Prv	1
390	-	M13 Graphics, Schaumburg, IL	\$7.04	\$7.16	-2	Dan Banakis	36	COM 100%	DCS; DWF; OFS	Prv	1
391	400	Badger Tag & Label, Random Lake, WI	\$7.02	\$7.22	-3	Robert Thiel	37	SPEC 100% (Labels, tags, digital)	DCS; DWF; FLX; LTR	Prv	2
392	-	Ignite Graphics, Elmhurst, IL	\$7.00	\$5.40	+29	Lance Luka	34	COM 30%; PKG 15%; DM 15%; CAT 15%; BKS 5%	DCS; DWF; OFS; OFW	Prv	1
393	-	New London Communications, Alpharetta, GA	\$6.82	\$7.82	-13	Eric Rountree	38	COM 50%; DM 10%; PUB 10%; PKG 10%; CAT 10%; BKS 10%	DCS; DWF; OFS	Prv	1
394	-	Classic Litho and Design, Torrance, CA	\$6.81	\$5.78	+18	Firo Nikravan	35	COM 30%; SPEC 30% (Wide-format); CAT 15%; PKG 15%; DM 10%	DCS; DWF; OFS; OFD	Prv	1
395	382	Rose Printing, Tallahassee, FL	\$6.75	\$8.50	-21	Charles Rosenberg	43	BKS 70%; CAT 20%; PUB 10%	DCS; OFS; OFW	Prv	1
396	-	Phoenix Data, Montgomery, PA	\$6.60	\$6.91	-4	Larry B. Lovell	34	BF 90%; COM 9%; SPEC 1% (Labels and tags)	OFW	Prv	1
397	-	Paradigm Digital Color Graphics, Southampton, PA	\$6.55	\$5.74	+14	John Rosenthal	45	COM 65%; DM 25%; CAT 10%	DCS; DWF; OFS	Prv	1
398	391	Simon Printing, Houston	\$6.51	\$7.84	-16	Harrison Simon	35	COM 75%; PUB 20%; DM 5%	DCS; OFS	Prv	1
399	-	Total Printing Systems, Newton, IL	\$6.50	\$6.24	+4	Richard M. Lindemann II	52	BKS 83%; COM 8%; BF 5%; PUB 2%; DM 2%	DCW; DCS; LTR; OFS; OFW; OFD	Prv	2
400	-	Milpak Graphics, King, NC	\$6.44	-	-	Billy Kilby	34	SPEC 100% (Tags and labels)	N/A	Prv	3

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NOT LISTED



Should your company have appeared on this ranking? If so, we want to know for next year's listing. Write to: PRINTING IMPRESSIONS, Attn: Digital Editor, 1500 Spring Garden St., Suite 1200, Philadelphia, PA 19130 or email jgreenbaum@napco.com.

The 2017 *PI* 400 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.

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