

# Printing Impressions

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## 2023 **PRINTING IMPRESSIONS**

# 300



Presenting Our 40th Annual List of the Top 300  
Printing Companies in the U.S. and Canada

# 2023 PRINTING IMPRESSIONS



## Presenting the 2023 PRINTING IMPRESSIONS 300

**T**he listings include company name and the location of the headquarters; parent company name, if applicable; 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, print providers shown on our list were most often reporting 2022 calendar year revenues as their most recent annual sales figures.

Despite our repeated attempts, various privately-held companies do 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 sheer industry size and importance — using estimated sales information based on Dun & Bradstreet (D&B) and other sources. Likewise, LSC Communications reported its sales again this year as two separate companies: LSC Communications | MCLC Div., 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 43).

Finally, individual printing companies that are part of larger graphic arts conglomerates are not listed separately. In essence, to do so would

### Not Listed in Our 2023 Rankings?

If your company should have appeared on our 2023 *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](mailto: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

'23	'22	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
1	1	<b>RRD (RR Donnelley)</b> , Chicago, IL Parent: Chatham Asset Management, Chatham, NJ	\$5,386.70	\$4,963.70	+9	Tom Quinlan	28,000	N/A	DCW; DCS; DWF; FLX; LTR; OFS; OFW; OFD; SCR	Prv	101
2	2	<b>Quad</b> , Sussex, WI	\$3,220.00	\$2,960.40	+9	Joel Quadracci	15,000	SPEC 39%; CAT 18%; DM 14%; INS 12%; PUB 10%; PKG 7%	DCW; DCS; DWF; GRV; OFS; OFW	Pub	45
3	3	<b>Cimpress plc</b> , Waltham, MA	\$3,080.00	\$2,890.00	+7	Robert Keane	15,000	SPEC 100% (Mass customized products, including a wide range of market segments)	DCW; DCS; DWF; OFS; OFW; OFD; SCR	Pub	22
4	5	<b>Transcontinental Inc.</b> , Montreal, QC	\$2,960.00	\$2,640.00	+12	Peter Brues	8,000	PKG 56%; SPEC 44% (Printing and media)	DCW; DCS; DWF; FLX; OFS; OFW	Pub	40
5	4	<b>Orora North America (dba Orora Visual and Orora Packaging Solutions)</b> , Mesquite, TX Parent: Orora Group, Australia	\$2,950.00	\$2,700.00	+9	Jim Blee	2,880	PKG 85%; DWF 8%; SPEC 6% (POS/POP); PUB 1%	DCW; DCS; DWF; FLX; LTR; OFS; OFW; OFD	Pub	15
6	6	<b>Taylor Corp.</b> , N. Mankato, MN	\$2,200.00(E)	\$2,000.00(E)	+10	Charlie Whitaker	10,000	N/A	N/A	Prv	66
7	9	<b>Lakeside Book Co.</b> , Warrenville, IL Parent: Atlas Holdings, Greenwich, CT	\$1,143.00	\$1,143.00	—	Dave McCree	6,000	BKS 98%; CAT 1%; PUB 1%	DCW; DCS; OFS; OFW	Prv	16
8	7	<b>LSC Communications   MCLC Div.</b> , Warrenville, IL Parent: Atlas Holdings, Greenwich, CT	\$1,105.00	\$1,060.00	+4	Stephanie Mains	3,000	SPEC 39% (Postal optimization; premedia, print, and digital production services; warehousing & fulfillment; logistics); CAT 30%; PUB 30%; DM 1%	DCS; DWF; OFS; OFW; OFD	Prv	17
9	8	<b>Donnelley Financial Solutions</b> , Chicago, IL	\$833.60	\$993.30	-16	Daniel Leib	N/A	SPEC 100% (Tech-enabled services (45%), software solutions (34%), print and distribution (21%))	N/A	Pub	N/A
10	—	<b>Marketing.com</b> , Eureka, MO Parent: JAL Equity, Sarasota, FL	\$640.00	\$375.00	+71	Andy Johnson	1,800	COM 30%; DM 25%; SPEC 20% (Marketing services); GAR 10%; DWF 10%; PUB 5%	DCW; DCS; DWF; FLX; LTR; OFS; OFW; SCR	Prv	32
11	11	<b>CJK Group</b> , Brainerd, MN	\$580.00(E)	—	—	Chris Kurtzman	2,534	N/A	N/A	Prv	N/A
12	12	<b>Mittera Group</b> , Des Moines, IA	\$572.40	\$555.40	+3	Jon Troen	2,000	INS 20%; DM 15%; SPEC 15% (Custom technology solutions, data & analytics, and content creation); CAT 10%; PUB 10%; DWF 10%; FIN 5%; PKG 5%; COM 5%; S/T 5%	DCW; DCS; DWF; OFS; OFW; OFD	Prv	18
13	14	<b>Belmark Inc.</b> , DePere, WI	\$560.00	\$432.00	+30	Karl Schmidt	1,100	PKG 100%	DCW; FLX; OFS; OFW	Prv	6
14	13	<b>Minuteman Press Int'l</b> , Farmingdale, NY	\$538.78	\$435.80	+24	Robert Titus	N/A	COM 33%; DWF 22%; DM 13%; GAR 9%; S/T 6%; CAT 6%; SPEC 4%; INS 3%; FIN 3%; BKS 1%	DCS; DWF; OFS; OFD	Prv	972
15	16	<b>Ennis, Inc.</b> , Midlothian, TX	\$431.84	\$400.01	+8	Keith Walters	1,919	SPEC 41% (Forms & 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
16	18	<b>Imagine</b> , Minneapolis, MN Parent: Cerberus Capital Management, New York, NY	\$400.00	\$351.00	+14	Don McKenzie	1,256	DWF 86%; PKG 5%; DM 4%; SPEC 4% (Flexo); COM 1%	DCW; DCS; DWF; FLX; OFS; OFD; SCR	Prv	4
17	15	<b>Alliance Franchise Brands</b> , Plymouth, MI	\$399.00	\$442.00	-10	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	581
18	24	<b>Fortis Solutions Group</b> , Virginia Beach, VA	\$396.50	\$364.30	+9	John Wynne	1,200	SPEC 100% (Labels, flexible packaging, shrink sleeve, folding carton, and label applicators)	N/A	Prv	20
19	33	<b>DATA Communications Management</b> , Brampton, ON	\$395.00	\$181.00	+118	Richard Kellam	1,900	COM 40%; SPEC 20% (Labels, resales, warehousing & logistics, tech-enabled workflow solutions); S/T 16%; DWF 12%; DM 10%; PKG 2%	DCW; DCS; DWF; FLX; LTR; OFS; OFW; OFD; SCR	Pub	14
20	21	<b>Command Companies</b> , Secaucus, NJ	\$380.00	\$335.00	+13	Steven Merson	900	BKS 50%; PKG 15%; COM 15%; S/T 15%; FIN 5%	DCW; DCS; FLX; OFS; OFW	Prv	6
21	19	<b>Vomela Specialty</b> , St. Paul, MN	\$340.00	\$350.00	-3	Mark Auth	1,300	SPEC 45% (Screen printing, small-format digital, dye-sublimation); DWF 40%; COM 8%; DM 5%; PKG 2%	DCS; DWF; OFS; OFD; SCR	Prv	21
22	22	<b>SG360°</b> , Wheeling, IL Parent: ICV Partners, Miami, FL	\$315.00	\$315.00	—	Edward Carroll	843	DM 96%; COM 4%	DCW; DCS; LTR; OFS; OFW; OFD	Prv	6
23	25	<b>AlphaGraphics</b> , Lakewood, CO Parent: MBE International, Milan, Italy	\$307.65	\$246.69	+25	Ryan Farris	N/A	COM 70%; DWF 15%; DM 9%; PKG 3%; CAT 3%	DCS; DWF; OFS; SCR	Prv	273
24	32	<b>Postal Center International (PCI)</b> , Weston, FL	\$305.00	\$245.00	+24	Ismael Diaz	245	BKS 20%; DM 20%; CAT 15%; COM 10%; S/T 10%; FIN 5%; PKG 5%; INS 5%; GAR 5%; DWF 5%	DCW; DCS; DWF; LTR; OFS; OFD	Prv	3
25	23	<b>Canadian Bank Note</b> , Ottawa, ON	\$285.90	\$257.02	+11	Doug Arends	1,650	SPEC 100% (Security printing)	DCS; DWF; FLX; GRV; LTR; OFS; SCR	Prv	5
26	17	<b>IWCO</b> , Chanhassen, MN Parent: Cerberus Capital Management, New York, NY	\$272.00	\$358.00	-24	Gary Masse	1,075	DM 100%	DCW; DCS; FLX; OFS; OFW	Prv	4
27	29	<b>Signarama</b> , West Palm Beach, FL	\$261.77	\$219.14	+19	A.J. Titus	2,676	SPEC 100%	DCW; DCS; DWF; FLX; GRV; LTR; OFS; OFW; OFD; SCR	Prv	669
28	26	<b>American Litho</b> , Carol Stream, IL	\$253.00	\$241.00	+5	Michael Fontana, Chris Joyaux	350	DM 63%; PKG 20%; CAT 15%; DWF 2%	DCW; DCS; DWF; OFS; OFW; OFD	Prv	3
29	27	<b>Walsworth</b> , Marceline, MO	\$240.00	\$233.00	+3	Don O. Walsworth	1,175	BKS 50%; PUB 30%; CAT 20%	DCS; OFS; OFW	Prv	5
30	29	<b>Miller Zell</b> , Atlanta, GA	\$237.00	\$199.00	+19	Chip Miller	300	DWF 40%; SPEC 34% (POP); COM 22%; INS 4%	DWF; SCR	Prv	2
31	28	<b>Franchise Services, Inc. (Sir Speedy &amp; PIP)</b> , Mission Viejo, CA	\$227.00	\$206.00	+10	Richard Lowe	N/A	DM 30%; DWF 25%; SPEC 15% (Signs and other marketing services); PUB 10%; COM 10%; CAT 5%; BKS 5%	DCS; DWF; OFS; OFD	Prv	195

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

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32	35	Japs-Olson Co., St. Louis Park, MN Parent: Monomoy Capital Partners, New York, NY	\$217.50	\$170.80	+27	Jesse Dodge	690	DM 95%; CAT 3%; COM 2%	DCW; DCS; OFS; OFW; OFD	Prv	1
33	50	AWT Labels & Packaging, Minneapolis, MN Parent: Morgan Stanley Capital Partners, New York, NY	\$190.00	\$96.50	+97	Bruce Hanson	575	SPEC 100% (Labels and flexible packaging)	DCW; FLX	Prv	7
34	30	Data-Mail Inc., Newington, CT	\$178.00	\$195.00	-9	Bruce Mandell	1,000	DM 98%; PKG 2%	DCW; DCS; FLX; OFS; OFW; OFD	Prv	2
35	34	MPI Label Systems, Sebring, OH	\$177.00	\$175.00	+1	Randy L. Kocher	550	PKG 86%; SPEC 10% (Label application equipment and RFID & NFC); IND 2%; DM 2%	DCW; DCS; DWF; FLX; SCR	Prv	12
36	37	Freedom Graphic Systems, Milton, WI	\$162.00	\$146.00	+11	Martin Liebert	545	DM 96%; COM 3%; S/T 1%	DCW; DCS; OFW; OFD	Prv	6
37	36	Smyth Companies, St. Paul, MN	\$155.00	\$161.00	-4	Scott Fisher	600	PKG 98%; COM 2%	DCW; DCS; FLX; GRV; OFS	Prv	9
38	39	The Phoenix Group, Philadelphia, PA	\$146.00	\$140.00	+4	Barry Green	357	COM 39%; DM 22%; PKG 18%; CAT 11%; FIN 9%; DWF 1%	DCW; DCS; DWF; OFS; OFW	Prv	4
39	38	OneTouchPoint Inc., Hartland, WI Parent: ICV Partners, Miami, FL	\$143.00	\$141.40	+1	David Holland	600	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
40	59	OMNI Systems, Mayfield Village, OH	\$135.00	\$83.00	+63	Adam DeFrancesco	225	PKG 100%	DCW; FLX; OFD	Prv	3
41	41	St. Joseph Communications, Toronto, ON	\$132.00	\$107.00	+23	Tony Gagliano	750	PUB 20%; INS 20%; FIN 15%; DM 15%; S/T 10%; CAT 10%; COM 8%; SPEC 2%	DCW; DCS; DWF; OFS; OFW	Prv	2
42	45	Wilen Direct, Deerfield Beach, FL	\$128.00	\$111.00	+15	Kevin Wilen	423	DM 100%	DCW; DCS; OFW; OFD	Prv	2
43	—	ICS Corp., West Deptford, NJ	\$124.00	\$121.00	+2	Matthew Bastian	450	DM 100%	DCW; OFD	Prv	3
44	46	Arandell Corp., Menomonee Falls, WI Parent: Sauthair Capital Partners, Radnor, PA	\$118.00	\$110.00	+7	Sandy Ford	540	CAT 97%; DM 2%; PUB 1%	OFW	Prv	1
45	43	Publication Printers, Denver, CO	\$116.00	\$116.00	—	Gary Rosenberg	400	PUB 55%; CAT 25%; COM 10%; DM 10%	DCS; OFW	Prv	3
46	53	Specialty Print Communications, Niles, IL	\$115.17	\$90.54	+27	Adam M. LeFebvre	430	DM 85%; COM 15%	DCW; DCS; DWF; OFS; OFW; OFD	Prv	3
47	54	Duggal Visual Solutions, New York, NY	\$115.00	\$89.00	+29	Michael Duggal	485	SPEC 44% (Custom displays, retouching, multimedia, and photographic work); DWF 42%; COM 10%; CAT 2%; BKS 2%;	DCS; DWF	Prv	10
48	49	DCG ONE, Seattle, WA Parent: Clavis Capital Partners, Dallas, TX	\$110.80	\$104.77	+6	Brad Clarke	480	DM 38%; SPEC 18% (Agency and marketing technology); COM 15%; DWF 12%; PKG 7%; CAT 3%; S/T 3%; INS 2%; PUB 2%	DCW; DCS; DWF; LTR; OFS; OFW	Prv	4
49	44	Nahan, Saint Cloud, MN	\$110.50	\$119.50	-8	Mike Ertel	400	DM 58%; CAT 42%	DCW; DCS; OFS; OFW	Prv	2
50	46	Sandy Alexander, Clifton, NJ Parent: Snow Peak, Boulder, CO	\$110.00	\$110.00	—	Michael Graff	400	COM 39%; DM 23%; DWF 16%; CAT 8%; FIN 5%; INS 5%; SPEC 4% (Visual displays)	DCW; DCS; DWF; OFS; OFW; OFD	Prv	4
51	47	Western States Envelope & Label, Butler, WI	\$109.00	\$108.00	+1	Steve Bayerlein	725	COM 90%; SPEC 10% (Labels and tags)	OFS; OFW; OFD	Prv	6
52	64	Showdown Displays, Brooklyn Center, MN Parent: Pflingsten Partners, Chicago, IL	\$104.50	\$71.40	+46	Kevin Walsh	450	DWF 90%; SPEC 10% (Promotional products)	DWF	Prv	3
53	56	Bradford & Bigelow, Newburyport, MA	\$102.40	\$86.10	+19	John Galligan	202	BKS 100%	DCW; DCS; OFS; OFW	Prv	1
54	57	Diversified Labeling Solutions, Itasca, IL	\$102.16	\$85.70	+19	Bill Johnstone	253	SPEC 100% (Forms)	DCW; FLX	Pub	4
55	52	SpeedPro, Centennial, CO	\$99.60	\$91.00	+9	Paul Brewster	N/A	DWF 100%	DWF	Prv	162
56	51	Lithographix Inc., Hawthorne, CA	\$98.00	\$95.00	+3	Herb Zebrack	250	DWF 30%; COM 20%; CAT 10%; PUB 10%; DM 10%; PKG 10%; INS 10%	DCS; DWF; OFS; OFW; OFD	Prv	1
57	61	Core Publishing Solutions, Eagan, MN Parent: Thomson Reuters, Toronto, ON	\$96.70	\$80.80	+20	Todd Roth	470	BKS 100%	DCW; DCS; OFS; OFW	Pub	1
58	62	Outlook Group, Neenah, WI	\$94.78	\$82.26	+15	Mike Jansen	292	PKG 52%; SPEC 48% (Labels and tags)	DCW; FLX; GRV; OFS	Prv	2
59	86	BR Printers, San Jose, CA	\$93.99	\$52.91	+78	Adam DeMaestri	500	BKS 54%; COM 25%; DM 10%; PKG 5%; GAR 5%; DWF 1%	DCW; DCS; DWF; OFS; OFW	Prv	8
60	58	PostcardMania, Clearwater, FL	\$91.20	\$79.10	+15	Joy Gendusa	352	DM 100%	DCS; OFS	Prv	2
61	—	Moss Inc., Franklin Park, IL Parent: EagleTree Capital, New York, NY	\$90.00	\$75.00	+20	Jason Popp	300	DWF 70%; SPEC 30% (Installation services and custom 2D/3D products produced with aluminum, wood, and other substrates)	DWF	Prv	3
62	60	The Dingley Press, Lisbon, ME	\$89.00	\$81.00	+10	Eric Lane	350	CAT 100%	OFW	Prv	1
63	69	Darwill, Hillside, IL	\$82.53	\$64.91	+27	Troy VanDyke, Brandon VanDyke	244	DM 85%; S/T 8%; COM 7%	DCW; DCS; OFS; OFD	Prv	2
64	62	Prisma Graphic, Phoenix, AZ Parent: CenterGate Capital, Austin, TX	\$82.50	\$77.00	+7	Robert Anderson	400	SPEC 30% (Digital on-demand storefronts); DM 20%; COM 15%; PKG 10%; CAT 5%; PUB 5%; DWF 5%; BKS 5%; FIN 5%	DCW; DCS; DWF; OFS; OFW; OFD	Prv	2
65	70	Primary Color, Cypress, CA	\$80.40	\$64.80	+24	Dan Hirt	320	DWF 40%; COM 20%; CAT 10%; DM 10%; SPEC 10% (Dye-sublimation, fabrication, installations); PKG 10%	DCS; DWF; OFS; OFD	Prv	2
66	63	Royle Printing, Sun Prairie, WI	\$80.00	\$75.00	+7	Chris Carpenter	290	CAT 50%; PUB 45%; DM 5%	OFS; OFW	Prv	2
67	68	KP LLC, San Leandro, CA	\$78.20	\$66.00	+18	Brett Olszewski	300	DM 50%; COM 20%; SPEC 20% (E-commerce, document mgmt./comp., email, fulfillment, labels); S/T 10%	DCW; DCS; FLX; OFS; OFW; OFD	Prv	7

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68	—	A.B. Data Ltd., Milwaukee, WI	\$73.89	\$72.07	+3	Bruce Arbit	263	SPEC 49% (Class action administration; list marketing, brokerage, management; and digital marketing); DM 39%; S/T 12%	DCW; DCS; OFW	Prv	2
69	66	The Dot Corp., Irvine, CA	\$71.80	\$67.10	+7	Bruce M. Carson	170	COM 42%; DM 20%; SPEC 10%; CAT 10%; INS 10%; FIN 5%; DWF 3%	DCW; DCS; DWF; OFS	Prv	3
70	77	Diamond Packaging, Rochester, NY	\$68.10	\$59.18	+15	Karla Fichter	230	PKG 100%	FLX; OFS	Prv	3
71	71	Kirkwood, Wilmington, MA	\$67.00	\$64.00	+5	Bob Coppinger	225	COM 35%; CAT 15%; DM 15%; DWF 10%; BKS 5%; FIN 5%; PKG 5%; S/T 5%; PUB 5%	DCW; DCS; DWF; OFS	Prv	1
72	92	Modern Litho, Jefferson City, MO	\$66.90	\$50.60	+32	Jeff Davidson	325	PUB 50%; COM 35%; CAT 6%; DM 6%; DWF 1%; BKS 1%; PKG 1%	DCS; DWF; LTR; OFS	Prv	5
73	65	DS Graphics/Universal Wilde, Lowell, MA	\$66.85	\$68.33	-2	Jeffrey Pallis	295	DM 30%; CAT 20%; BKS 15%; SPEC 15% (Mailing and fulfillment); S/T 5%; FIN 5%; COM 5%; PUB 5%	DCW; DCS; DWF; OFS; OFW	Prv	2
74	90	Impact of Minnesota, Minneapolis, MN	\$65.59	\$51.45	+27	Bjorn Anderson	230	DM 85%; S/T 15%	DCW; DCS	Prv	2
75	72	HATTERAS, Tinton Falls, NJ	\$65.00	\$61.00	+7	Bill Duerr	270	COM 45%; DM 20%; DWF 20%; PKG 15%	DCS; DWF; OFS	Prv	2
75	97	Freeport Press, New Philadelphia, OH	\$65.00	\$50.00	+30	David G. Pilcher	200	CAT 45%; PUB 45%; DM 10%	OFS; OFW	Prv	2
77	84	Mercury Print Productions, Rochester, NY	\$64.60	\$53.38	+21	John Place	250	BKS 75%; PKG 10%; COM 10%; DM 5%	DCW; DCS; DWF; OFS; OFD	Prv	1
78	80	Drummond, Jacksonville, FL	\$62.97	\$56.80	+11	John Falconetti	242	COM 50%; DWF 30%; DM 15%; PUB 3%; CAT 2%	DCS; DWF; OFS; OFW	Prv	6
79	75	Repacorp Label Products, Tipp City, OH	\$62.70	\$59.60	+5	Rick M. Heintl	230	PKG 96%; DWF 4%	DWF; FLX; SCR	Prv	4
80	98	The YGS Group, York, PA	\$62.30	\$47.20	+32	Jim Kell	274	PUB 45%; SPEC 20% (Marketing services); CAT 15%; COM 10%; DM 10%	DCS; DWF; LTR; OFS; SCR	Prv	4
81	—	Serigraph Inc., West Bend, WI	\$60.70	\$63.40	-4	Sean Torinus	482	IND 50%; DWF 50%	DCS; DWF; OFS; SCR	Prv	3
82	73	Intellicor Communications, Lancaster, PA	\$60.00	\$60.00	—	Michael Hurly	240	PUB 30%; CAT 25%; DM 20%; BKS 15%; COM 10%	DCW; DCS; OFS; OFW	Prv	3
82	74	Tri-State Envelope, Ashland, PA Parent: Moore Group, Tulsa, OK	\$60.00	\$60.00	—	John Swensen	470	DM 60%; FIN 20%; COM 20%	FLX; LTR; OFS	Emp	3
82	107	TPC Printing & Packaging, Chattanooga, TN	\$60.00	\$43.00	+40	Joseph Schmissrauter	160	PKG 100%	DCS; FLX; OFS; SCR	Prv	1
85	100	Tidewater Direct, Centreville, MD	\$59.00	\$46.35	+27	Geoffrey Eisenberg	175	DM 65%; IND 15%; PUB 10%; INS 10%	DCW; OFW; OFD	Prv	3
86	82	Stouse LLC, New Century, KS Parent: Goldner Hawn, Minneapolis, MN	\$58.79	\$55.12	+7	Clay Davis	325	SPEC 100% (Decals, magnets, roll labels, signs, plastic products, folding cartons)	DCW; DCS; DWF; FLX; SCR	Prv	1
87	88	KDM Enterprises, Carpentersville, IL	\$58.30	\$52.20	+12	Larry Newman	120	SPEC 60% (Business forms, engineering rolls, labels, jumbo rolls); PKG 40%	FLX; OFS; OFW	Prv	3
88	101	Gill Studios, Lenexa, KS	\$56.80	\$46.00	+23	Donald A. Gill	N/A	SPEC 100% (34% Promotional products; 66% labels & tags)	DCW; FLX; LTR; OFS; SCR	Prv	1
89	81	Ward-Kraft Inc., Fort Scott, KS	\$56.30	\$56.30	—	Roger Kraft	235	SPEC 100% (Forms, labels and tags; plastic products)	DCS; FLX; OFS	Prv	1
90	83	CCG Marketing Solutions, West Caldwell, NJ	\$56.00	\$55.00	+2	Simon Hooks	290	COM 38%; SPEC 20% (Decoration – rotary inkjet, pad printing, laser abrasion and UV flatbed (small-format)); DM 15%; DWF 10%; PKG 10%; INS 4%; GAR 2%; CAT 1%	N/A	Prv	2
91	96	Candid Litho/Candid Worldwide, Farmingdale, NY	\$55.00	\$50.00	+10	Howard Weinstein	150	DWF 30%; PKG 20%; DM 20%; INS 10%; COM 10%; CAT 10%	DCW; DCS; DWF; LTR; OFS; OFW; OFD; SCR	Prv	2
91	121	FCL Graphics, Harwood Heights, IL	\$55.00	\$48.00	+15	Lou Tazioli	200	DM 30%; INS 20%; COM 20%; CAT 15%; PUB 5%; PKG 5%; SPEC 5% (Digital technologies)	DCW; DCS; OFS; OFW; OFD	Prv	1
93	85	Thomas Printworks, Richardson, TX	\$54.50	\$53.21	+2	Bryan Thomas	375	COM 32%; DWF 25%; S/T 17%; DM 15%; INS 5%; CAT 5%	DCS; DWF; LTR; OFS; OFD	Prv	25
94	118	Kenmore Envelope, Henrico, VA	\$54.03	\$39.03	+38	Scott Evans	175	DM 99%; S/T 1%	OFS	Prv	1
95	99	Canva Group, Montreal, QC	\$54.00	\$47.00	+15	Rene-Pierre Roussel	420	IND 60%; DWF 30%; COM 10%	N/A	Prv	7
96	103	Sterling Digital Print, Hauppauge, NY	\$53.90	\$44.80	+20	Ed McAllister	200	FIN 40%; COM 25%; DM 15%; BKS 10%; PUB 10%	DCW; DCS; OFS; OFW	Prv	2
97	87	ENPOINTE, Brooklyn Park, MN	\$53.50	\$52.30	+2	Gary L. Garner	250	COM 40%; DM 20%; SPEC 15% (Creative, IT services, distribution services, promotional products, media, search engine); PUB 10%; CAT 5%; BKS 5%; FIN 5%	DCW; DCS; OFS; OFW	Prv	3
98	89	Delta Print Group, Sacramento, CA	\$53.00	\$52.00	+2	Kasey Cotulla	235	DM 50%; COM 30%; PUB 5%; INS 5%; DWF 5%; FIN 5%	DCW; DCS; DWF; LTR; OFS; OFW; OFD	Prv	2
98	106	Premier Press, Portland, OR	\$53.00	\$43.37	+22	Julii Cordill	185	COM 25%; PKG 17%; GAR 14%; DWF 12%; DM 12%; SPEC 10% (Color studio, creative and design, promotional products, distribution); BKS 5%; CAT 5%	DCW; DCS; DWF; LTR; OFS; OFD	Prv	1
100	109	Ironmark, Annapolis Junction, MD	\$51.37	\$39.25	+31	Jeff Ostenson	185	COM 45%; SPEC 30% (Promotional products, creative services, digital marketing); DM 13%; DWF 7%; BKS 5%	DCW; DCS; DWF; OFS; OFW	Prv	2

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**PRINTING IMPRESSIONS**

**300**

'23	'22	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
101	91	Lake County Press, Waukegan, IL	\$50.90	\$51.25	-1	Thomas Johnson	180	FIN 20%; COM 20%; CAT 20%; DM 20%; DWF 10%; PUB 10%;	DCS; DWF; OFS; OFD	Prv	3
102	109	SinaLite.com, Markham, ON	\$50.00	\$42.00	+19	Mike Meshkati	180	SPEC 100% (Trade printing services: commercial printing, wide-format, packaging, custom apparel)	DCW; DCS; DWF; OFS	Prv	2
103	138	Summit Direct Mail, Dallas, TX	\$48.00	\$50.00	-4	John Barber	150	DM 100%	DCW; DCS; FLX; OFW	Prv	3
104	104	Cathedral Corp., Rome, NY	\$45.40	\$44.20	+3	Marianne W. Gaige	290	S/T 63%; DM 37%	DCW; DCS; LTR; OFS	Prv	5
105	115	Image Options, Foothill Ranch, CA	\$45.00	\$40.00	+13	Barry Polan	150	DWF 75%; SPEC 25% (Custom fabrication, wood and metal work, specialized experiential graphic production and installation)	DWF	Prv	3
105	133	Heeter, Canonsburg, PA	\$45.00	\$33.00	+36	Scott Heeter	170	DM 40%; BKS 20%; COM 20%; DWF 10%; PUB 5%; PKG 5%	DCW; DCS; DWF; OFS; OFD	Prv	4
107	110	The Marek Group, Waukesha, WI	\$44.20	\$41.90	+5	Fuzzy Marek	175	COM 40%; DM 40%; DWF 20%	DCS; DWF; OFS	Prv	3
108	126	J.S. McCarthy Printers, Augusta, ME	\$44.10	\$36.80	+20	Jonathan Tardiff	150	PKG 70%; COM 30%	DCS; OFS	Emp	1
109	112	SeaChange, Minneapolis, MN	\$43.61	\$33.96	+28	Wendi Breuer	154	DM 45%; SPEC 30% (Election services, technology services, promotional items); PKG 25%	DCW; DCS; DWF; OFS; OFW	Prv	3
110	99	Quantum Group, Morton Grove, IL	\$43.00	\$38.00	+13	Cheryl Kahanec	169	DM 40%; COM 35%; S/T 15%; CAT 5%; PKG 3%; BKS 2%	DCW; DCS; OFS; OFD	Prv	2
110	—	Hemlock Printers, Burnaby, BC	\$43.00	\$40.00	+8	Richard Kouwenhoven	225	COM 30%; PUB 20%; BKS 15%; PKG 10%; CAT 10%; DWF 10%; DM 5%	DCS; DWF; OFS	Prv	3
110	—	Almaden, Santa Clara, CA Parent: Presidio, Austin, TX	\$43.00	\$39.00	+10	Eric Stern	155	DM 20%; COM 15%; GAR 12%; CAT 11%; SPEC 11% (fulfillment, promo); BKS 10%; DWF 7%; PKG 7%; FIN 5%; INS 2%	DCW; DCS; DWF; LTR; OFS; OFW; OFD	Prv	2
113	144	Hudson Printing, Salt Lake City, UT	\$42.63	\$33.07	+29	Paul Hudson	210	CAT 30%; PUB 30%; COM 22%; DM 10%; INS 5%; BKS 3%	DCW; DCS; OFW; OFD	Prv	1
114	111	ANRO Inc., West Chester, PA	\$42.10	\$41.58	+1	James A. Spinelli Jr.	117	DM 56%; COM 35%; SPEC 9% (Wide-format and Web services)	DCW; DCS; DWF; LTR; OFS; OFD	Prv	1
115	107	Advanced Image Direct, Fullerton, CA	\$42.00	\$37.00	+14	Ty McMillin	145	DM 100%	DCW; DCS; FLX; OFW; OFD	Prv	1
116	138	ColorDynamics, Allen, TX	\$41.00	\$31.60	+30	Matt Coltharp	155	COM 40%; DWF 35%; DM 25%	DCS; DWF; OFS; OFW	Prv	1
117	119	Stolze Printing, Bridgeton, MO	\$40.33	\$38.20	+6	Phillip D. Stolze, David B. Stolze	125	DM 75%; COM 25%	DCS; OFS	Prv	1
118	116	Johnson & Quin, Niles, IL	\$40.10	\$39.80	+1	Andrew Henkel	140	DM 97%; SPEC 3% (Ballots)	DCW; DCS	Prv	1
119	145	Olympus Group, Milwaukee, WI	\$40.00	\$35.00	+14	Brian Adam	250	DWF 100%	DWF	Prv	4
119	—	Super Color Digital, Irvine, CA	\$40.00	\$38.50	+4	Peyman Rashtchi	161	DWF 100%	DCS; DWF; FLX; OFS; OFD; SCR	Prv	2
121	134	Midstates Inc. Print & Media Solutions, Aberdeen, SD	\$39.99	\$32.62	+23	Matt Feickert	200	DM 50%; CAT 20%; PUB 15%; COM 15%	DCS; DWF; LTR; OFS; OFW	Prv	2
122	124	Doxim Direct (formerly Direct Technologies), Suwanee, GA Parent: GI Partners, San Francisco, CA	\$39.89	\$37.27	+7	Curtis Jones	136	FIN 40%; INS 35%; DM 20%; S/T 5%	DCW; DCS; LTR	Prv	2
123	113	ABS Graphics, Itasca, IL	\$39.00	\$40.50	-4	Russ Babka	145	SPEC 40% (POP and display); DM 30%; COM 15%; DWF 10%; PKG 5%	DCS; DWF; OFS; SCR	Prv	1
124	—	Christian Edwards Print & Graphics, Des Moines, IA	\$38.80	\$32.77	+18	Steve Hews	140	DM 40%; CAT 20%; PUB 15%; BKS 15%; GAR 5%; DWF 5%	DCW; DCS; DWF; LTR; OFS; OFW; OFD	Prv	2
125	149	Phase 3 Marketing and Communications, Atlanta, GA	\$38.69	\$28.94	+34	Ken Holsclaw	184	DWF 41%; SPEC 34% (Agency services, fabrication, warehousing, distribution); COM 15%; GAR 7%; PKG 2%; DM 1%	DCS; DWF	Prv	3
126	143	Salem One, Winston-Salem, NC Parent: Granite Creek Capital Partners, Chicago, IL	\$38.60	\$30.10	+28	Phil Kelley Jr.	155	PKG 35%; DM 35%; COM 15%; FIN 10%; DWF 5%	DCW; DCS; DWF; FLX; LTR; OFS	Prv	2
127	137	Baesman Group, Hilliard, OH	\$38.00	\$32.00	+19	Rod Baesman	135	DM 45%; DWF 20%; COM 20%; SPEC 15% (Strategy, email, consulting, fulfillment)	DCW; DCS; DWF; OFS	Prv	2
127	147	Big Mountain Imaging, Philadelphia, PA	\$38.00	\$29.00	+31	Jason Cardonick	42	DWF 100%	DWF	Prv	2
129	128	Suttle-Straus Inc., Waunakee, WI Parent: TDS, Inc., Chicago, IL	\$37.80	\$34.30	+10	Ted Straus	155	DM 40%; COM 30%; DWF 20%; S/T 10%	DCW; DCS; DWF; OFS; OFW; OFD	Prv	1
130	—	Gilson Graphics, Grand Rapids, MI	\$37.62	\$29.60	+27	David L. Gilson	188	DWF 35%; COM 35%; SPEC 10% (Design, fulfillment, promotional items, composition); CAT 5%; DM 5%; BKS 5%; PKG 5%	DCW; DCS; DWF; OFS	Prv	3
131	132	The Maple Press Co., York, PA	\$37.60	\$33.20	+13	James Wisotzkey	323	BKS 100%	DCW; DCS; OFS; OFW	Prv	1
132	135	Worth Higgins & Associates, Richmond, VA	\$35.90	\$32.20	+11	Brian Losch	185	COM 100%	DCS; DWF; OFS	Emp	3

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**PRINTING IMPRESSIONS**

**300**

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133	129	<b>Graphic Village</b> , Cincinnati, OH Parent: Revitalize Capital, Cincinnati, OH	\$35.70	\$22.70	+57	Eric Kahn	225	COM 40%; DM 20%; SPEC 15%; DWF 15%; PKG 10%	DCS; DWF; OFS; SCR	Prv	4
133	156	<b>The P.A. Hutchison Co.</b> , Mayfield, PA	\$35.70	\$27.88	+28	Christian Hutchison	170	BKS 80%; FIN 10%; CAT 10%	DCW; OFS; OFW; OFD	Prv	1
133	—	<b>Capital Printing</b> , Austin, TX	\$35.70	\$35.30	+1	Michael Martin	128	COM 52%; BKS 20%; DWF 18%; DM 10%;	DCS; DWF; LTR; OFS	Prv	2
136	175	<b>Smith-Edwards-Dunlap</b> , Philadelphia, PA	\$35.26	\$22.51	+57	Jonathan Shapiro	78	COM 70%; DM 20%; FIN 10%;	DCS; OFS	Prv	1
137	121	<b>Bolger Vision Beyond Print</b> , Minneapolis, MN	\$35.00	\$38.00	-8	dik Bolger	176	COM 46%; DM 43%; SPEC 8% (IT/fulfillment); DWF 2%	DCS; DWF; OFS	Prv	2
137	200	<b>Crossmark Graphics</b> , New Berlin, WI	\$35.00	\$24.00	+46	Tammy Rechner	65	COM 100%	DCS; DWF; OFS	Prv	1
137	—	<b>A3 Visual</b> , Los Angeles, CA	\$35.00	\$24.00	+46	Craig Furst	180	DWF 85%; COM 10%; IND 5%	DCW; DCS; DWF	Prv	3
137	—	<b>Vivid Ink Graphics</b> , Baton Rouge, LA	\$35.00	\$30.00	+17	Stephen St. Cyr	175	DWF 65%; SPEC 35% (Labels, apparel, offset, and digital)	DCS; DWF; LTR; OFS; OFD	Prv	2
141	140	<b>Rand Graphics</b> , Wichita, KS	\$34.62	\$33.45	+3	Randy Vautravers	200	COM 50%; DWF 40%; SPEC 10%	DCS; DWF; OFS; OFD; SCR	Prv	2
142	196	<b>Wallace Graphics</b> , Duluth, GA	\$34.10	\$19.70	+73	Jonathan Wallace	135	COM 45%; DWF 20%; DM 15%; BKS 10%; FIN 10%	DCS; DWF; OFS; OFD	Prv	1
143	153	<b>EP Graphics</b> , Berne, IN	\$33.16	\$28.20	+18	Tyler N. Kitt	125	CAT 63%; PUB 27%; DM 9%; SPEC 1% (Fulfillment)	DCS; OFW	Prv	1
144	120	<b>MinMor Industries</b> , Minneapolis, MN	\$33.00	\$38.00	-13	Kim Miner	140	PKG 70%; SPEC 30% (Printed novelties)	FLX; OFS; OFW	Prv	1
145	146	<b>PDF Print Communications</b> , Signal Hill, CA	\$32.49	\$29.64	+10	Kevin Mullaney	146	SPEC 82% (Forms); COM 10%; PKG 8%	N/A	Prv	6
146	154	<b>Acme Press d/b/a Calitho</b> , Concord, CA	\$32.10	\$24.10	+33	Mardjan Taheripour	145	PKG 30%; COM 30%; DWF 20%; DM 12%; CAT 5%; SPEC 3% (Wide-format displays)	DCS; DWF; LTR; OFS; OFD; SCR	Prv	2
147	164	<b>Midway Press</b> , Dallas, TX	\$31.50	\$25.30	+25	T. Cass Andrews	100	PUB 55%; NEWS 35%; DM 10%	OFW	Prv	1
148	150	<b>Shapco Printing</b> , Golden Valley, MN	\$31.00	\$28.90	+7	Joel Shapiro	125	FIN 25%; CAT 25%; PUB 20%; IND 20%; SPEC 10%	DCS; DWF; OFS; OFD	Prv	1
149	154	<b>Forum Communications Printing</b> , Detroit Lakes, MN	\$30.97	\$28.14	+10	Dave Erstad	187	COM 28%; PUB 28%; BKS 20%; NEWS 14%; CAT 7%; INS 2%; DM 1%	DCS; OFS; OFW	Prv	3
150	—	<b>Planet Direct</b> , Manassas, VA	\$30.53	\$22.00	+39	Ryan Gutman	155	DM 100%	DCW; DCS; OFS; OFW	Prv	1
151	144	<b>Continental Web Press</b> , Itasca, IL	\$30.00	\$25.00	+20	Diane K. Field	125	CAT 90%; DM 10%	DCS; OFW	Prv	1
151	202	<b>3A Press</b> , Lajas, PR	\$30.00	\$23.80	+26	Marie A. Rosado	166	PKG 85%; SPEC 15% (Food & beverage)	DCS; OFS; OFW	Prv	1
153	151	<b>Tapecon Inc.</b> , Buffalo, NY	\$29.89	\$28.38	+5	Steven Davis	110	SPEC 90% (Medical devices, printed electronics, custom converting and fabrication); IND 5%; PKG 5%	DCW; DCS; FLX; SCR	Prv	1
154	131	<b>DreamWorks Graphic Communications</b> , Glenview, IL	\$29.50	\$33.50	-12	Daniel A. Luka	60	PKG 45%; COM 30%; CAT 5%; PUB 5%; DM 5%; BKS 5%; FIN 5%	DCS; DWF; OFS; OFD	Prv	1
155	142	<b>Litho Press</b> , Indianapolis, IN	\$29.21	\$30.35	-4	Bernie Lacy, John Lacy	45	PKG 90%; COM 10%	DWF; OFS	Prv	1
156	160	<b>Pecuh Printing &amp; Paperbox</b> , Price, UT	\$29.00	\$27.00	+7	Frank Pecuh Jr.	120	COM 55%; PKG 35%; DWF 5%; SPEC 5% (Flexo)	DCS; DWF; FLX; OFS	Prv	3
157	180	<b>Ussery Printing</b> , Addison, TX	\$28.40	\$21.50	+32	Mike Heischman	100	COM 55%; DM 15%; SPEC 10% (Direct mail, marketing collateral, inventory fulfillment, order processing, ware- housing, branded e-commerce stores); DWF 10%; PKG 10%	DCS; DWF; LTR; OFS; OFD	Prv	1
157	—	<b>Polaris Direct</b> , Hooksett, NH	\$28.40	\$25.55	+11	Judith Maloy	79	DM 98%; SPEC 2% (Collateral)	DCW; DCS	Prv	1
159	182	<b>Slate Group</b> , Lubbock, TX	\$28.19	\$21.35	+32	Don Denny	120	COM 25%; PUB 25%; CAT 20%; DWF 15%; DM 10%; BKS 5%	DCS; DWF; LTR; OFS	Prv	1
160	157	<b>Strategic Factory</b> , Owings Mills, MD	\$27.07	\$27.64	-2	Keith Miller	150	DM 24%; COM 20%; SPEC 20% (Graphic design; market- ing, digital, and website services; signage); CAT 10%; BKS 6%; DWF 5%; GAR 4%; FIN 3%; PUB 3%; S/T 3%; PKG 2%	DCW; DCS; DWF; OFS; OFD	Prv	3
161	184	<b>Team Concept Printing &amp; Thermography</b> , Carol Stream, IL	\$27.02	\$20.79	+30	Anthony Rouse	55	COM 43%; DM 17%; PKG 15%; DWF 9%; BKS 8%; SPEC 5% (Plastic products); CAT 3%	DCS; DWF; OFS; OFD	Prv	1
162	163	<b>United Direct Solutions</b> , Louisville, KY	\$27.00	\$25.50	+6	Tom Clines	190	DM 80%; S/T 20%	DCW; DCS; LTR	Prv	2
162	188	<b>Think Patented</b> , Miamisburg, OH	\$27.00	\$20.00	+35	Kenneth Mc Nerney, Niels M. Winther	130	COM 32%; SPEC 26%; DM 15%; PUB 8%; PKG 8%; INS 6%; CAT 5%	DCS; DWF; OFS; OFD	Prv	1
162	—	<b>Middlestreet Graphics and Displays</b> , Columbus, OH Parent: G&J PepsiCo, Columbus, Ohio	\$27.00	\$20.00	+35	Dean DeMarco	58	DWF 80%; PKG 20%	DCW; DCS; DWF	Prv	2
165	165	<b>KM Media Group</b> , Clifton, NJ	\$26.20	\$25.20	+4	Jeffrey Kirschenbaum	62	COM 40%; INS 20%; FIN 15%; PUB 15%; DM 10%	DCS; DWF; LTR; OFS; OFW	Prv	1

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**300**

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166	168	TLF Graphics, Rochester, NY	\$25.80	\$24.70	+4	Robert McJury	123	SPEC 90% (Labels, signage, flexo, roll digital); DWF 10%	DCW; DCS; DWF; FLX; SCR	Prv	2
167	169	Master Graphics, Rochelle, IL	\$25.75	\$24.29	+6	Kenneth Love	83	INS 35%; DM 35%; FIN 25%; COM 5%	OFW	Prv	2
168	204	Robin Enterprises, Westerville, OH	\$25.60	\$18.66	+37	Brad Hance	110	COM 75%; DWF 10%; PKG 10%; DM 5%	DCS; DWF; LTR; OFS	Prv	1
169	152	CJ Graphics, Mississauga, ON	\$25.00	\$26.00	-4	Jay Mandarin	135	DM 19%; DWF 18%; PKG 18%; CAT 9%; COM 8%; FIN 8%; SPEC 7% (Specialty & embellishments); INS 5%; S/T 3%; IND 2%; PUB 2%; BKS 1%	N/A	Prv	1
169	167	Cowan Graphics, Edmonton, AL	\$25.00	\$24.70	+1	Blaine MacMillan	160	SPEC 65% (Fleet graphics, screen printing); FIN 35%	DCW; DCS; DWF; SCR	Prv	3
171	213	Mele Printing, Covington, LA	\$24.67	\$19.50	+27	Mallery Mele	112	COM 40%; DM 20%; S/T 10%; PUB 10%; INS 10%; DWF 10%	DCW; DCS; DWF; LTR; OFS; OFD	Prv	2
172	152	Empire Screen Printing, Onalaska, WI	\$24.47	\$27.56	-11	John Freismuth	250	COM 80%; SPEC 20%	DCW; DCS; DWF; FLX; SCR	Prv	1
173	194	Allen Printing, Nashville, TN	\$24.30	\$19.90	+22	Shannon Heffington	130	FIN 30%; IND 20%; DM 20%; BKS 15%; CAT 10%; INS 5%	DCS; LTR; OFS	Prv	2
174	178	ID Label, Lake Villa, IL	\$24.20	\$21.70	+12	Neil Johnston	78	SPEC 100% (Variable image labels)	DCW; FLX	Prv	2
175	179	Vox Printing, Oklahoma City, OK	\$24.10	\$21.60	+12	David Reid	97	PKG 75%; COM 25%	DCS; FLX; OFW	Prv	1
176	161	Westamerica Communications, Lake Forest, CA	\$24.00	\$26.10	-8	Doug Grant	91	COM 60%; DM 15%; DWF 15%; PKG 10%	DCS; DWF; LTR; OFS	Prv	2
176	162	Aspen Press and Packaging, Salt Lake City, UT	\$24.00	\$22.00	+9	Scott Robbins	120	PKG 70%; COM 25%; SPEC 5% (Flexible)	DCS; FLX; OFS	Prv	1
176	203	Brodnax, Dallas, TX	\$24.00	\$18.70	+28	Mike Campbell	100	COM 25%; CAT 20%; DM 20%; DWF 15%; PUB 10%; BKS 5%; S/T 5%	DCS; DWF; OFS	Prv	2
179	241	O'Neil Printing, Phoenix, AZ	\$23.40	\$14.15	+65	Simon Beltran	80	COM 58%; SPEC 14% (Web-to-print orders); DM 10%; BKS 10%; DWF 8%	DCS; DWF; OFS; OFD	Emp	1
180	125	Zenger Group, Tonawanda, NY	\$23.24	\$36.91	-37	Stephen R. Zenger	125	DM 65%; COM 15%; PKG 7%; S/T 5%; SPEC 4% (Large-format, retail); CAT 3%; BKS 1%	DCS; DWF; LTR; OFS; OFD	Prv	4
181	176	D'Andrea Visual Communications, Cypress, CA	\$23.10	\$22.30	+4	David D'Andrea	90	SPEC 75% (Grand-format printing, custom fabrication, installations); PKG 15%; CAT 5%; DM 5%	DCS; DWF; OFS	Prv	2
182	205	HardingPoorman, Indianapolis, IN	\$22.55	\$18.52	+22	David Harding	95	COM 40%; DM 20%; DWF 20%; PKG 10%; INS 10%	DCS; DWF; OFS	Prv	1
183	197	Seaway Printing, Green Bay, WI	\$22.51	\$19.47	+16	Kevin Heslin	75	PUB 60%; BKS 30%; CAT 10%	DCW; DCS; OFS	Prv	1
184	174	Thysse, Oregon, WI	\$22.50	\$22.50	—	Jason Thysse	110	DWF 32%; COM 22%; DM 15%; PKG 13%; CAT 5%; INS 5%; FIN 5%; PUB 2%; BKS 1%	DCS; DWF; LTR; OFS	Prv	1
185	190	L & D Mail Masters, New Albany, IN	\$22.38	\$20.00	+12	Diane B. Fischer	80	DM 50%; S/T 50%	DCW; DCS; LTR; OFS; OFD	Prv	1
186	183	Techprint Inc., Lawrence, MA	\$22.00	\$21.20	+4	Paul J. Durant Jr.	125	SPEC 90% (Labels, graphic overlays, printed electronics); PKG 10%	DCW; DCS; FLX; SCR	Prv	1
186	—	PrintMailPro, Austin, TX	\$22.00	\$15.40	+43	Keith Daboub	97	DM 35%; S/T 35%; DWF 15%; FIN 5%; PUB 5%; INS 5%	DCW; DCS; DWF; OFS	Prv	3
188	238	Color Ink, Sussex, WI	\$21.00	\$14.80	+42	Todd Meissner	100	PKG 45%; DWF 40%; COM 10%; DM 5%	DCS; DWF; OFS	Prv	2
189	202	Modernistic Inc., Stillwater, MN	\$20.90	\$18.72	+12	James Schulte	110	IND 32%; DWF 32%; SPEC 32% (Screen POP); COM 4%	DCW; DCS; DWF; LTR; SCR	Prv	1
190	181	TentCraft, Traverse City, MI	\$20.70	\$21.50	-4	Matt Bulloch	90	DWF 100%	DWF	Prv	2
191	217	Aradius Group, Omaha, NE	\$20.50	\$17.30	+18	Steven D. Hayes	90	DM 75%; COM 25%	DCW; DCS; OFS; OFW; OFD	Prv	1
192	186	Turbo Images, Saint-Georges, QC	\$20.00	\$17.00	+18	Pier Veilleux	150	DWF 100%	DCW; DCS; DWF; SCR	Prv	5
192	189	Digital Dog Direct, Ewing, NJ	\$20.00	\$20.00	—	Stephen Flood	65	DM 75%; S/T 20%; SPEC 5% (Fulfillment)	DCW; DCS; DWF; OFD	Prv	1
192	193	Spectra Print, Stevens Point, WI	\$20.00	\$20.00	—	Eric Hofmeister	100	COM 100%	DCW; DCS; DWF; OFS; OFW	Prv	1
192	198	Hederman Brothers, Madison, MS	\$20.00	\$19.00	+5	Doug Hederman	102	COM 25%; DM 25%; PUB 15%; DWF 15%; INS 10%; BKS 5%; CAT 5%	DCS; DWF; OFS; OFD	Prv	2
192	211	Wallace Carlson Printing, Minnetonka, MN	\$20.00	\$18.00	+11	Ann K. Turbeville	70	COM 45%; PKG 35%; CAT 10%; DM 10%	DCS; LTR; OFS	Prv	2
197	—	SBR Technologies/Vision Graphics, Salt Lake City, UT	\$19.82	\$14.85	+33	Guy Timothy	97	DWF 60%; SPEC 32% (Reprographics, promotional products, equipment, service, supplies, digital displays); COM 7%	DCW; DCS; DWF	Prv	4
198	195	V.G. Reed & Sons, Louisville, KY	\$19.70	\$19.70	—	Robert Reed Sr.	85	IND 75%; FIN 15%; COM 10%	DCS; LTR; OFS; OFW	Prv	1
199	—	Fenske Media, Rapid City, SD	\$19.50	\$15.20	+28	Allan Creel	70	DM 80%; FIN 10%; COM 5%; S/T 5%	DCW; DCS; DWF; OFS; OFD	Prv	1
200	199	Tucker Castleberry Printing, Atlanta, GA	\$19.20	\$19.00	+1	Kent Tucker	49	IND 62%; COM 22%; PUB 16%	DCS; OFS	Prv	1
201	256	HighRoad Press, Moonachie, NJ	\$19.10	\$11.90	+61	Darby Oppold	90	COM 40%; DM 20%; CAT 15%; PUB 5%; DWF 5%; BKS 5%; PKG 5%; SPEC 5% (Digital marketing)	DCS; OFS	Prv	1
202	177	Didit, Melville, NY	\$19.00	\$22.00	-14	Kevin Lee	45	N/A	N/A	Prv	3
202	224	MAR, Valmeyer, IL Parent: Qualfon, Highland Park, MI	\$19.00	\$17.00	+12	Tom Turner	85	DM 75%; SPEC 15% (Forms); COM 10%;	DCW; DCS; OFW	Prv	1

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# PRINTING IMPRESSIONS

# 300

'23	'22	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
202	228	Graphic Dimensions, Austell, GA	\$19.00	\$15.40	+23	Jay Scammell	115	S/T 50%; SPEC 20% (Labels); COM 20%; FIN 10%	DCS; FLX; OFS; OFW	Prv	3
202	—	Marina Graphic Center, Hawthorne, CA	\$19.00	\$14.00	+36	Peggy Chernoff	99	COM 55%; DM 45%	DCS; DWF; LTR; OFS	Prv	1
206	222	PrintingCenterUSA, Great Falls, MT	\$18.99	\$16.23	+17	Craig Barber	50	COM 94%; DM 6%	DCS; OFS	Prv	1
207	242	PrintComm, Flint, MI	\$18.52	\$14.06	+32	Kevin Naughton	120	DM 80%; S/T 10%; COM 10%	DCW; DCS; DWF; OFS; OFD	Prv	1
208	206	Blanks Printing & Digital Solutions, Dallas, TX	\$18.50	\$18.50	—	Jeff Blanks	75	COM 58%; DWF 20%; DM 10%; CAT 5%; PUB 5%; PKG 2%	DCS; DWF; OFS	Prv	1
208	210	Imperial Communications, New Berlin, WI	\$18.50	\$18.20	+2	Jason Stormowski	71	SPEC 40% (POP); PKG 20%; COM 10%; DM 10%; INS 10%; DWF 10%	DCS; DWF; OFS	Prv	2
208	220	AmeriCAL Inc., Omaha, NE	\$18.50	\$16.50	+12	John C. Peterson	62	SPEC 100% (Forms)	N/A	Prv	1
211	219	Visions Inc., Brooklyn Park, MN	\$18.30	\$16.54	+11	Jon Otto	111	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%	DCS; DWF; OFS	Prv	2
212	208	MWI Direct, Lincoln, NE	\$18.10	\$18.90	-4	Dean Hart	105	DM 100%	DCW; DCS; OFW	Prv	1
213	235	Astek / On Air Design, Van Nuys, CA	\$18.00	\$15.00	+20	Aaron Kirsch	63	DWF 60%; SPEC 40% (4x8-ft. boards - floor graphics, carpet, linoleum)	DWF	Prv	1
214	215	Federal Direct, Little Falls, NJ	\$17.70	\$17.10	+4	Angela Stubbs	70	COM 55%; DM 45%	DCS; OFW	Prv	1
215	223	Mitchell Press, Burnaby, BC	\$17.00	\$16.60	+2	David Mitchell	108	PUB 45%; COM 20%; CAT 15%; DM 10%; SPEC 5% (Website development, CGI renderings, interactive touchscreens); PKG 5%	DCS; DWF; OFW; OFD	Prv	1
215	250	Consolidated Press, Seattle, WA	\$17.00	\$12.70	+34	Brett Olszewski	60	PUB 40%; BKS 20%; COM 20%; CAT 10%; DM 10%	DCS; OFS; OFW	Prv	2
215	—	Simpson Print / B2 Signs & Events, Bloomingdale, ON	\$17.00	\$15.00	+13	Carla Johanns	70	DWF 50%; SPEC 30% (Event and custom displays); IND 10%; PKG 5%; COM 5%	N/A	Prv	1
218	237	ER2 Image Group, Hanover Park, IL	\$16.60	\$14.80	+12	Gary Schellerer	72	DWF 80%; SPEC 20% (Installation services, design, etc.)	DWF	Prv	1
219	230	Heritage Integrated, El Reno, OK	\$16.50	\$15.40	+7	David Delana	72	COM 35%; DM 35%; INS 10%; BKS 5%; FIN 5%; DWF 4%; SPEC 4%; PKG 2%	DCS; DWF; LTR; OFS; OFD	Prv	1
220	239	Amidon Graphics, St. Paul, MN	\$15.88	\$17.51	-9	Karen J. Amidon	75	CAT 45%; PKG 20%; SPEC 20%; DM 15%	OFW; OFD	Prv	1
221	—	METZGERS, Toledo, OH	\$15.85	\$13.22	+20	Tony Metzger	85	COM 45%; SPEC 30% (Fulfillment, wide-format, e-services, promotional products); DM 15%; PKG 5%; CAT 5%	DCS; DWF; OFS; OFD	Prv	1
222	229	Visual Marking Systems, Twinsburg, OH	\$15.67	\$15.40	+2	Dolf Kahle	140	IND 60%; DWF 35%; GAR 5%	DCW; DCS; DWF; OFW; SCR	Prv	2
223	270	Liberty Creative Solutions, Tinley Park, IL	\$15.50	\$9.90	+57	Angela Hipelius	60	DM 60%; COM 20%; SPEC 15% (Promotional/fulfillment); DWF 5%	DCW; DCS; DWF; OFS	Prv	3
224	231	Garlich Printing, St. Louis, MO	\$15.25	\$15.35	-1	Brad Garlich	60	SPEC 40% (POS, tear pads); COM 30%; DM 20%; BKS 5%; CAT 5%	DCS; LTR; OFS; OFD	Emp	2
225	291	Premier Print Group, Champaign, IL	\$15.14	\$12.00	+26	Daniel Paulson	70	COM 47%; DM 20%; PUB 18%; BKS 15%	DCS; OFS	Prv	1
226	249	Hera Printing, San Juan, PR	\$15.00	\$13.00	+15	Ricardo L. Garcia	100	COM 79%; INS 10%; DWF 5%; CAT 5%; PKG 1%	DCS; DWF; FLX; OFS; OFW; OFD	Prv	2
226	—	Lawton Connect, Orlando, FL	\$15.00	\$15.00	—	Kimberly Lawton Koon	49	COM 60%; DM 30%; SPEC 5%; DWF 5%	DCS; DWF; OFS; OFD	Prv	1
228	245	Maggio Data Forms, Hauppauge, NY	\$14.10	\$13.70	+3	Robert Maggio	80	SPEC 80% (Custom business forms; forms with integrated cards and labels); BKS 15%; DM 5%	DCW; DCS; OFW	Prv	1
229	200	Compu-Mail LLC, Grand Island, NY	\$14.00	\$19.00	-26	Anthony Marchioni	105	DM 30%; S/T 10%; COM 10%; CAT 10%; INS 10%; FIN 10%; IND 5%; PUB 5%; SPEC 5% (Promotional products); PKG 3%; DWF 2%	DCS; DWF; LTR; OFS	Prv	1
230	252	Mt. Royal Printing, Baltimore, MD	\$13.80	\$12.20	+13	Gary Cayce	54	COM 70%; PUB 15%; DM 10%; DWF 5%	DCS; DWF; OFS; OFD	Prv	1
231	267	Bradley Graphic Solutions, Bensalem, PA	\$13.70	\$10.30	+33	Robert J. Bradley	41	DM 90%; COM 10%	OFW	Prv	1
232	—	McCourt Label, Lewis Run, PA	\$13.50	\$12.00	+13	Salvatore Luzzi	60	PKG 100%	DCW; FLX	Prv	1
233	251	Colorchrome Atlanta, Norcross, GA	\$13.07	\$12.39	+5	John Rhodes	69	DWF 100%	DWF	Prv	1
234	257	L-L Printers Carlsbad, Carlsbad, CA	\$13.00	\$14.30	-9	Bill Anderson	70	DM 40%; INS 20%; COM 15%; BKS 10%; PKG 10%; CAT 5%	DCS; DWF; OFS; OFD	Prv	1
234	—	Screen Graphics, Pompano Beach, FL	\$13.00	\$10.00	+30	Nick Glaros	76	DWF 100%	DWF; SCR	Prv	1
236	278	Gasch Printing, Odenton, MD	\$12.99	\$9.13	+42	Doug Gasch	50	BKS 100%	DCW; DCS	Prv	1
237	268	Walker360, Montgomery, AL	\$12.70	\$10.30	+23	Taylor Blackwell	47	COM 33%; SPEC 25% (Marketing/publishing); BKS 20%; DM 11%; PUB 10%	DCW; DCS	Prv	1
238	281	Graphic Solutions Group, Kennesaw, GA	\$12.50	\$8.80	+42	Mark Pope	55	COM 67%; DWF 10%; SPEC 10% (Promo); DM 8%; PKG 5%	DCS; DWF; LTR; OFS	Prv	1

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**PRINTING IMPRESSIONS**

**300**

'23	'22	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
239	252	<b>Foresight Group</b> , Lansing, MI Parent: Reseda Group, East Lansing MI	\$12.13	\$10.58	+15	Stacey Trzeciak	62	COM 70%; DWF 23%; DM 7%	DCS; DWF; OFS	Prv	3
240	256	<b>Royal</b> , Brooklyn Park, MN	\$12.07	\$10.35	+17	Tim Urness	50	SPEC 75% (Business forms); PKG 20%; COM 3%; DM 2%	DCS; FLX; OFW	Prv	1
241	245	<b>Source One Digital</b> , Norton Shores, MI	\$12.00	\$11.20	+7	Randy Crow	55	DWF 95%; PKG 5%	DWF	Prv	1
241	255	<b>DGI Invisualse</b> , North Billerica, MA	\$12.00	\$12.00	—	Glen Fairbanks	34	DWF 100%	DWF	Prv	1
241	—	<b>Color Reflections</b> , Philadelphia, PA	\$12.00	\$11.00	+9	Eric Berger	38	DWF 100%	DCS; DWF	Prv	1
244	257	<b>Knight Abbey</b> , Biloxi, MS	\$11.80	\$12.50	-6	Tonya Spiers	56	DM 60%; CAT 25%; DWF 15%	DCS; DWF; LTR; OFS	Prv	1
245	275	<b>QT2</b> , Tiffin, OH	\$11.65	\$9.50	+23	Mike Daughenbaugh	85	FIN 35%; COM 20%; CAT 15%; BKS 15%; DM 10%; PUB 5%	DCS; OFS; OFW	Prv	2
246	277	<b>ArborOakland Group</b> , Royal Oak, MI	\$11.60	\$9.40	+23	Don Kirkland	63	COM 50%; DM 15%; CAT 10%; PUB 10%; DWF 10%; BKS 5%	DCW; DCS; DWF; OFS	Prv	3
247	276	<b>A C Printing</b> , Euless, TX	\$11.00	\$12.50	-12	Durriya Dawood	52	COM 52%; BKS 23%; CAT 14%; DM 9%; SPEC 2%	DCS; LTR; OFS; OFW	Prv	1
247	291	<b>Merrick Printing</b> , Louisville, KY	\$11.00	\$8.00	+38	M. David Merrick	67	COM 56%; BKS 15%; PUB 10%; DM 7%; PKG 5%; CAT 5%; DWF 2%	DCS; DWF; OFS; OFW; OFD	Prv	1
247	—	<b>Lowest Price Print</b> , West Sacramento, CA	\$11.00	\$8.00	+38	Pinder Basi	55	DM 35%; DWF 20%; BKS 20%; CAT 15%; PUB 10%	DCS; DWF; LTR; OFS; OFW	Prv	1
250	288	<b>JPS Books + Logistics</b> , Dallas, TX	\$10.71	\$8.40	+28	Hunter Johnson	51	BKS 88%; SPEC 6% (Pick/pack order fulfillment); DWF 6%	DCW; DCS; DWF	Prv	1
251	266	<b>Puritan Press</b> , Hollis, NH	\$10.65	\$9.59	+11	Kurt Peterson	57	COM 45%; BKS 20%; CAT 10%; PUB 10%; DM 10%; FIN 5%	DCS; OFS	Prv	1
251	289	<b>Thompson Print &amp; Mailing Solutions</b> , San Antonio, TX	\$10.65	\$8.39	+27	David Thompson	55	COM 70%; DM 10%; INS 6%; CAT 5%; SPEC 5% (Banners, wide-format); BKS 2%; PKG 2%	DCW; DCS; DWF; OFS; OFD; SCR	Prv	2
253	294	<b>Classic Litho and Design</b> , Torrance, CA	\$10.63	\$7.86	+35	Firo Nikravan	31	DWF 35%; PKG 25%; COM 25%; CAT 10%; DM 5%	DCS; DWF; OFS	Prv	1
254	271	<b>Delzer Lithograph</b> , Waukesha, WI	\$10.54	\$9.82	+7	Mike Delzer	50	COM 40%; SPEC 35% (Digital, fulfillment); INS 10%; DWF 10%; DM 5%	DCS; DWF; OFS	Prv	4
255	—	<b>Olson Visual</b> , Hawthorne, CA	\$10.50	\$9.00	+17	Rick Olson	35	DWF 100%	DWF	Prv	1
256	285	<b>Milpak Graphics</b> , King, NC	\$10.48	\$8.42	+24	Billy Kilby	44	IND 35%; SPEC 35% (Tags and labels); DM 30%	FLX	Prv	1
257	—	<b>M13 Graphics</b> , Schaumburg, IL	\$10.40	\$8.10	+28	Dan Banakis	43	COM 78%; DM 12%; CAT 8%; DWF 2%	DCS; DWF; OFS	Prv	1
258	273	<b>Enhance a Colour</b> , Danbury, CT	\$10.20	\$9.67	+5	Kevin OConnor	43	DWF 90%; IND 10%	DCS; DWF	Prv	1
259	272	<b>Prodigital Printing</b> , Edison, NJ	\$10.10	\$9.78	+3	Larry Solomon	35	FIN 30%; DM 30%; SPEC 14% (Promotional products, envelopes, folders and stationery); IND 11%; S/T 10%; DWF 5%	DCS; DWF; OFS; SCR	Prv	2
260	284	<b>N.E.W. Printing</b> , Appleton, WI	\$10.08	\$8.55	+18	Mark Weinfurter	38	COM 63%; DM 15%; BKS 15%; SPEC 7% (Labels, tags, envelopes, folders, stationery)	DCS; LTR; OFS; OFD	Prv	1
261	—	<b>Bluestone Label</b> , Morristown, TN	\$10.00	\$8.00	+25	Brad Shuff	25	SPEC 100% (CPG, retail, automotive, distributors)	DCW; FLX; SCR	Prv	1
261	—	<b>Lithtex Printing Solutions</b> , Hillsboro, OR	\$10.00	\$9.00	+11	Les Davis	50	IND 25%; INS 15%; FIN 10%; CAT 10%; PUB 10%; DM 10%; S/T 10%; SPEC 10%	N/A	Prv	2
263	287	<b>Lithotone Inc.</b> , Elkhart, IN	\$9.60	\$8.40	+14	Jim Priebe	33	DWF 55%; COM 35%; PKG 10%	DCW; DCS; DWF; OFS; OFW; OFD	Prv	1
264	—	<b>Raintree Graphics</b> , Jacksonville, FL	\$9.51	\$7.21	+32	Mike Seethaler	48	COM 70%; DWF 20%; DM 10%	DCS; DWF; OFS	Prv	1
265	—	<b>Total Graphic Solutions</b> , Acworth, GA	\$9.50	\$8.40	+13	Charles Rezac	23	DWF 80%; PKG 20%	DCS; DWF; OFS	Prv	2
266	263	<b>Toof - American Digital Printing</b> , Memphis, TN	\$9.30	\$10.90	-15	Stillman McFadden	54	COM 60%; DM 20%; CAT 15%; BKS 5%	DCS; LTR; OFS; OFW; OFD	Prv	1
266	286	<b>5 Day Business Forms Mfg.</b> , Anaheim, CA	\$9.30	\$8.40	+11	Leslie Messick	42	SPEC 100% (Business forms)	OFS; OFW	Prv	1
268	290	<b>Badger Tag &amp; Label</b> , Random Lake, WI	\$9.20	\$8.10	+14	Robert Thiel	40	SPEC 100% (Tags and labels)	DCS; DWF; FLX; LTR	Prv	2
269	274	<b>Push Solutions</b> , New Berlin, WI	\$9.00	\$9.60	-6	Brad Flagge	40	COM 55%; DWF 30%; SPEC 10% (Digital); PKG 5%	DCS; DWF; OFS	Prv	2
269	—	<b>Barton &amp; Cooney</b> , Burlington, NJ	\$9.00	\$8.00	+13	Patrick M. Doyle	27	DM 40%; S/T 35%; INS 10%; PUB 10%; FIN 5%	DCW; DCS; OFS	Prv	1
271	—	<b>Total Printing Systems</b> , Newton, IL	\$8.95	\$7.48	+20	Richard M. Lindemann II	65	BKS 87%; CAT 5%; COM 4%; PUB 3%; DM 1%	DCW; DCS	Prv	2
272	296	<b>CFC Print &amp; Mail</b> , Grand Prairie, TX	\$8.82	\$7.71	+14	Tommy Gillis	55	FIN 55%; COM 25%; S/T 20%	DCW; DCS; OFS; OFW	Prv	1
273	—	<b>Interstate Graphics</b> , Rockford, IL	\$8.50	\$7.20	+18	Stanley Valiulis	35	DWF 80%; IND 20%;	DWF; SCR	Prv	2
273	—	<b>Winchester Printers</b> , Winchester, VA	\$8.50	\$6.75	+26	Ron Hottle	25	COM 35%; DM 20%; CAT 10%; PUB 10%; INS 10%; BKS 5%; FIN 5%; IND 4%; PKG 1%	DCS; LTR; OFS	Prv	1
275	—	<b>Grace Printing &amp; Mailing</b> , Skokie, IL	\$8.46	\$5.65	+50	Titus M. Eapen	40	COM 35%; DM 25%; BKS 15%; PKG 10%; CAT 5%; PUB 5%; S/T 5%	DCS; DWF; OFS	Prv	1

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**PRINTING IMPRESSIONS**

**300**

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276	—	Just Vision It LLC, Lone Jack, MO	\$8.40	\$6.40	+31	John Whitt	30	DWF 70%; COM 25%; GAR 5%	DWF	Prv	1
277	—	Supreme Graphics, Arcadia, WI	\$8.21	\$7.56	+9	Charles Blaschko	48	COM 80%; BKS 15%; PKG 5%	DCS; DWF; LTR; OFS	Prv	2
278	—	World Arts Inc., Spencer, IN Parent: Heartland Affiliates, Spencer, IN	\$8.20	\$7.10	+15	Matt Leach	54	BKS 67%; COM 24%; DM 8%; PUB 1%	DCS; OFS	Prv	1
278	—	Layton Printing and Mailing, La Verne, CA	\$8.20	\$6.80	+21	John Hodgman	45	DM 50%; COM 35%; PUB 15%	DCS; OFS	Prv	1
280	—	Pro Print, Duluth, MN	\$8.18	\$6.13	+33	Creston Dorothy	51	COM 65%; DM 20%; PUB 10%; DWF 5%	DCS; DWF; OFS; OFD	Prv	3
281	—	Vizi, Warminster, PA	\$8.04	\$7.98	+1	Darrel Dundore	37	COM 58%; DM 25%; PUB 10%; CAT 5%; BKS 2%	DCS; OFS	Prv	1
282	—	PDCgraphics, Southampton, PA	\$8.00	\$7.75	+3	Jim Rosenthal	45	COM 65%; DM 25%; CAT 10%	DCS; DWF; OFS	Prv	1
283	—	Chicago Print Group, Calumet Park, IL	\$7.90	\$11.26	-30	Paul Denst	30	DWF 80%; PKG 10%; DM 4%; CAT 3%; BKS 3%	DWF	Prv	1
284	—	FolgerGraphics Inc., Hayward, CA	\$7.80	\$5.80	+34	Dick Folger	40	NEWS 30%; PUB 30%; DM 30%; COM 6%; BKS 2%; FIN 2%	DCS; LTR; OFS; OFW	Prv	1
285	—	Graphix Unlimited, Bremen, IN	\$7.70	\$7.30	+5	Gregory B. Erickson	72	IND 65%; DWF 25%; GAR 10%	DWF; SCR	Prv	1
286	—	Kessler Creative, Jacksonville, FL	\$7.68	\$7.31	+5	Dina Kessler	45	DM 65%; DWF 15%; S/T 12%; BKS 5%; COM 3%	DCS; DWF; OFS; OFD	Prv	1
287	—	Merlin Printing, Amityville, NY	\$7.24	\$6.51	+11	Steven Vid	32	INS 55%; DWF 20%; DM 20%; PKG 5%	DCS; DWF; OFW	Prv	1
288	—	E.H. Teasley & Co./Inkjet Printing Intl., Dallas, TX	\$7.10	\$7.58	-6	Janice Teasley	38	DWF 100%	DWF	Prv	1
289	—	Phoenix Data, Montgomery, PA	\$7.00	\$6.19	+13	Larry B. Lovell	36	SPEC 100% (Business forms)	OFW	Prv	1
290	—	Simon Printing, Houston, TX	\$6.61	\$3.70	+79	Harrison Simon	35	COM 55%; DM 25%; BKS 15%; PUB 5%	DCS; OFS	Prv	1
291	—	Clark Communications, Asheville, NC	\$6.40	\$6.16	+4	Thomas Clark	59	DM 50%; COM 30%; PUB 14%; DWF 6%	DCS; DWF; OFS	Prv	1
292	—	Graphic Creations, Knoxville, TN	\$6.20	\$5.10	+22	Jim Caughorn	31	COM 50%; DWF 20%; DM 20%; CAT 10%	DCS; DWF	Prv	1
293	—	JP Graphics, Santa Clara, CA	\$6.12	\$5.39	+14	Joan D. Escover	40	COM 60%; PKG 20%; BKS 5%; PUB 5%; DM 5%; SPEC 5%	DCS; LTR; OFS; OFD	Prv	1
294	—	Identity Signs, Sandy, UT	\$6.10	\$6.87	-11	Brent Albers	32	DWF 80%; SPEC 20% (Signage)	DWF	Prv	2
294	—	FireSprint, Omaha, NE	\$6.10	\$5.10	+20	Gene Hamzhie	33	DWF 70%; SPEC 30% (Signage)	DWF; SCR	Prv	1
296	—	John S. Swift Co., Buffalo Grove, IL	\$6.00	\$5.50	+9	John S. Swift III	75	COM 96%; DM 2%; SPEC 1% (Forms); PKG 1%	DCS; OFS; OFW	Prv	4
297	—	Albert Basse Associates, Stoughton, MA	\$5.80	\$6.80	-15	Albert Basse III	32	DWF 60%; SPEC 35% (Screen print POP signs & displays; HDPE binders); IND 5%	DWF; SCR	Prv	1
298	—	KD Kanopy, Denver, CO	\$5.70	\$5.50	+4	Matt Kayser	22	DWF 100%	DCW; DCS; DWF	Prv	1
298	—	Vizcom, Grand Rapids, MI	\$5.70	\$3.80	+50	Scott Benton	28	DWF 100%	DWF	Prv	1
300	—	Brand Label, Jacksonville, FL	\$5.50	\$5.20	+6	LeMoyné Matlock	23	N/A	FLX	Prv	1

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

**Not Listed in Our 2023 Rankings?**

If your company should have appeared on our 2023 *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.

# 2023 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.

<b>3A Press</b> , Lajas, PR..... 151	<b>Classic Litho and Design</b> , Torrance, CA..... 253	<b>Freedom Graphic Systems</b> , Milton, WI..... 36	<b>Lithographix Inc.</b> , Hawthorne, CA..... 56
<b>5 Day Business Forms Mfg.</b> , Anaheim, CA..... 266	<b>Color Ink</b> , Sussex, WI..... 188	<b>Freeport Press</b> , New Philadelphia, OH..... 75	<b>Lithotone Inc.</b> , Elkhart, IN..... 263
<b>A.B. Data Ltd.</b> , Milwaukee, WI..... 68	<b>Color Reflections</b> , Philadelphia, PA..... 241	<b>Garlich Printing</b> , St. Louis, MO..... 224	<b>Lithtex Printing Solutions</b> , Hillsboro, OR..... 261
<b>ABS Graphics</b> , Itasca, IL..... 123	<b>Colorchrome Atlanta</b> , Norcross, GA..... 233	<b>Gasch Printing</b> , Odenton, MD..... 236	<b>Lowest Price Print</b> , West Sacramento, CA..... 247
<b>A C Printing</b> , Euless, TX..... 247	<b>ColorDynamics</b> , Allen, TX..... 116	<b>Gill Studios</b> , Lenexa, KS..... 88	<b>LSC Communications   MCLC Div.</b> , Warrenville, IL..... 8
<b>Acme Press d/b/a Calitho</b> , Concord, CA..... 145	<b>Command Companies</b> , Secaucus, NJ..... 20	<b>Gilson Graphics</b> , Grand Rapids, MI..... 130	<b>M13 Graphics</b> , Schaumburg, IL..... 257
<b>Advanced Image Direct</b> , Fullerton, CA..... 115	<b>Compu-Mail, LLC</b> , Grand Island, NY..... 229	<b>Grace Printing &amp; Mailing</b> , Skokie, IL..... 275	<b>Maggio Data Forms</b> , Hauppauge, NY..... 228
<b>Albert Basse Associates</b> , Stoughton, MA..... 297	<b>Consolidated Press</b> , Seattle, WA..... 215	<b>Graphic Creations</b> , Knoxville, TN..... 292	<b>The Maple Press Co.</b> , York, PA..... 131
<b>Allen Printing</b> , Nashville, TN..... 173	<b>Continental Web Press</b> , Itasca, IL..... 151	<b>Graphic Dimensions</b> , Austell, GA..... 202	<b>MAR</b> , Valmeyer, IL..... 202
<b>Alliance Franchise Brands</b> , Plymouth, MI..... 17	<b>Core Publishing Solutions</b> , Eagan, MN..... 57	<b>Graphic Solutions Group</b> , Kennesaw, GA..... 238	<b>The Marek Group</b> , Waukesha, WI..... 107
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<b>AlphaGraphics</b> , Lakewood, CO..... 23	<b>Crossmark Graphics</b> , New Berlin, WI..... 137	<b>Graphix Unlimited</b> , Bremen, IN..... 285	<b>Marketing.com</b> , Eureka, MO..... 10
<b>AmeriCAL Inc.</b> , Omaha, NE..... 208	<b>D'Andrea Visual Communications</b> , Cypress, CA..... 181	<b>HardingPoorman</b> , Indianapolis, IN..... 182	<b>Master Graphics</b> , Rochelle, IL..... 167
<b>American Litho</b> , Carol Stream, IL..... 28	<b>Darwill</b> , Hillside, IL..... 63	<b>HATTERAS</b> , Tinton Falls, NJ..... 75	<b>McCourt Label</b> , Lewis Run, PA..... 232
<b>Amidon Graphics</b> , St. Paul, MN..... 220	<b>DATA Communications Management</b> , Brampton, ON..... 19	<b>Hederman Brothers</b> , Madison, MS..... 192	<b>Mele Printing</b> , Covington, LA..... 171
<b>ANRO Inc.</b> , West Chester, PA..... 114	<b>Data-Mail Inc.</b> , Newington, CT..... 34	<b>Heeter</b> , Canonsburg, PA..... 105	<b>Mercury Print Productions</b> , Rochester, NY..... 77
<b>Aradius Group</b> , Omaha, NE..... 191	<b>DCG ONE</b> , Seattle, WA..... 48	<b>Hemlock Printers</b> , Burnaby, BC..... 110	<b>Merlin Printing</b> , Amityville, NY..... 287
<b>Arandell Corp.</b> , Menomonee Falls, WI..... 44	<b>Delta Print Group</b> , Sacramento, CA..... 98	<b>Hera Printing</b> , San Juan, PR..... 226	<b>Merrick Printing</b> , Louisville, KY..... 247
<b>ArborOakland Group</b> , Royal Oak, MI..... 246	<b>Delzer Lithograph</b> , Waukesha, WI..... 254	<b>Heritage Integrated</b> , El Reno, OK..... 219	<b>METZGERS</b> , Toledo, OH..... 221
<b>Aspen Press and Packaging</b> , Salt Lake City, UT..... 176	<b>DGI Invisuals</b> , North Billerica, MA..... 241	<b>HighRoad Press</b> , Moonachie, NJ..... 201	<b>Middlestreet Graphics and Displays</b> , Columbus, OH..... 162
<b>Astek / On Air Design</b> , Van Nuys, CA..... 213	<b>Diamond Packaging</b> , Rochester, NY..... 70	<b>Hudson Printing</b> , Salt Lake City, UT..... 113	<b>Midstates Inc. Print &amp; Media Solutions</b> , Aberdeen, SD..... 121
<b>A3 Visual</b> , Los Angeles, CA..... 137	<b>Didit</b> , Melville, NY..... 202	<b>ICS Corp.</b> , West Deptford, NJ..... 43	<b>Midway Press</b> , Dallas, TX..... 146
<b>AWT Labels &amp; Packaging</b> , Minneapolis, MN..... 33	<b>Digital Dog Direct</b> , Ewing, NJ..... 192	<b>ID Label</b> , Lake Villa, IL..... 174	<b>Miller Zell</b> , Atlanta, GA..... 30
<b>Badger Tag &amp; Label</b> , Random Lake, WI..... 268	<b>The Dingley Press</b> , Lisbon, ME..... 62	<b>Identity Signs</b> , Sandy, UT..... 294	<b>Milpak Graphics</b> , King, NC..... 256
<b>Baesman Group</b> , Hilliard, OH..... 127	<b>Doxim Direct (formerly Direct Technologies)</b> , Suwanee, GA..... 122	<b>Image Options</b> , Foothill Ranch, CA..... 105	<b>MinMor Industries</b> , Minneapolis, MN..... 143
<b>Barton &amp; Cooney</b> , Burlington, NJ..... 269	<b>Diversified Labeling Solutions</b> , Itasca, IL..... 54	<b>Impact of Minnesota</b> , Minneapolis, MN..... 74	<b>Minuteman Press Int'l</b> , Farmingdale, NY..... 14
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<b>Bluestone Label</b> , Morristown, TN..... 261	<b>Drummond</b> , Jacksonville, FL..... 78	<b>Ironmark</b> , Annapolis Junction, MD..... 100	<b>Modernistic Inc.</b> , Stillwater, MN..... 189
<b>Bolger Vision Beyond Print</b> , Minneapolis, MN..... 137	<b>DS Graphics/Universal Wilde</b> , Lowell, MA..... 73	<b>IWCO</b> , Chanhassen, MN..... 26	<b>Moss Inc.</b> , Franklin Park, IL..... 61
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<b>Canadian Bank Note</b> , Ottawa, ON..... 25	<b>ENPOINTE</b> , Brooklyn Park, MN..... 97	<b>Just Vision IT LLC</b> , Lone Jack, MO..... 276	<b>Olson Visual</b> , Hawthorne, CA..... 255
<b>Candid Litho/Candid Worldwide</b> , Farmingdale, NY..... 91	<b>EP Graphics</b> , Berne, IN..... 142	<b>KD Kanopy</b> , Denver, CO..... 298	<b>Olympus Group</b> , Milwaukee, WI..... 119
<b>Canva Group</b> , Montreal, QC..... 95	<b>ER2 Image Group</b> , Hanover Park, IL..... 218	<b>KDM Enterprises</b> , Carpentersville, IL..... 87	<b>OMNI Systems</b> , Mayfield Village, OH..... 40
<b>Capital Printing</b> , Austin, TX..... 133	<b>FCL Graphics</b> , Harwood Heights, IL..... 91	<b>Kenmore Envelope</b> , Henrico, VA..... 94	<b>O'Neil Printing</b> , Phoenix, AZ..... 179
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		<b>Layton Printing and Mailing</b> , La Verne, CA..... 278	
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<b>Planet Direct</b> , Manassas, VA.....	150	Salt Lake City, UT.....	197	<b>Tapecon Inc.</b> , Buffalo, NY.....	153	<b>Vizcom</b> , Grand Rapids, MI.....	298
<b>Polaris Direct</b> , Hooksett, NH.....	157	<b>Screen Graphics</b> , Pompano Beach, FL.....	234	<b>Taylor Corp.</b> , N. Mankato, MN.....	6	<b>Vizi</b> , Warminster, PA.....	281
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<b>Premier Press</b> , Portland, OR.....	98	<b>SG360°</b> , Wheeling, IL.....	22	<b>TentCraft</b> , Traverse City, MI.....	190	<b>Wallace Carlson Printing</b> , Minnetonka, MN.....	192
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<b>Primary Color</b> , Cypress, CA.....	65	<b>Showdown Displays</b> , Brooklyn Center, MN.....	52	<b>Thomas Printworks</b> , Richardson, TX.....	93	<b>Walsworth</b> , Marceline, MO.....	29
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<b>PrintingCenterUSA</b> , Great Falls, MT.....	206	<b>Simon Printing</b> , Houston, TX.....	290	San Antonio, TX.....	251	<b>Westamerica Communications</b> ,	
<b>PrintMailPro</b> , Austin, TX.....	186	<b>Simpson Print / B2 Signs &amp; Events</b> ,		<b>Thyssen</b> , Oregon, WI.....	184	Lake Forest, CA.....	176
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<b>Publication Printers</b> , Denver, CO.....	45	<b>Smith-Edwards-Dunlap</b> , Philadelphia, PA.....	136	Memphis, TN.....	266	<b>Winchester Printers</b> , Winchester, VA.....	273
<b>Puritan Press</b> , Hollis, NH.....	251	<b>Smyth Companies, LLC</b> , St. Paul, MN.....	37	<b>Total Graphic Solutions</b> , Acworth, GA.....	265	<b>World Arts, Inc.</b> , Spencer, IN.....	278
<b>Push Solutions</b> , New Berlin, WI.....	269	<b>Source One Digital</b> , Norton Shores, MI.....	241	<b>Total Printing Systems</b> , Newton, IL.....	271	<b>Worth Higgins &amp; Associates</b> , Richmond, VA.....	132
<b>Quad</b> , Sussex, WI.....	2	<b>Specialty Print Communications</b> , Niles, IL.....	46	<b>TPC Printing &amp; Packaging</b> ,		<b>The YGS Group</b> , York, PA.....	80
<b>Quantum Group</b> , Morton Grove, IL.....	110	<b>Spectra Print</b> , Stevens Point, WI.....	192	Chattanooga, TN.....	82	<b>Zenger Group</b> , Tonawanda, NY.....	180
<b>QT2</b> , Tiffin, OH.....	245	<b>SpeedPro</b> , Centennial, CO.....	55	<b>Transcontinental Inc.</b> ,			
<b>Raintree Graphics</b> , Jacksonville, FL.....	264	<b>St. Joseph Communications</b> ,		Montreal, QC.....	4		
<b>Rand Graphics</b> , Wichita, KS.....	147	Toronto, ON.....	41	<b>Tri-State Envelope</b> , Ashland, PA.....	82		
<b>Repacorp Label Products</b> , Tipp City, OH.....	79	<b>Sterling Digital Print</b> , Hauppauge, NY.....	96	<b>Tucker Castleberry Printing</b> , Atlanta, GA.....	200		
<b>Robin Enterprises</b> , Westerville, OH.....	168	<b>Stolze Printing</b> , Bridgeton, MO.....	117	<b>Turbo Images</b> , Saint-Georges, QC.....	192		
<b>Royal</b> , Brooklyn Park, MN.....	240	<b>Stouse LLC</b> , New Century, KS.....	86	<b>United Direct Solutions</b> , Louisville, KY.....	162		
<b>Royle Printing</b> , Sun Prairie, WI.....	66	<b>Strategic Factory</b> , Owings Mills, MD.....	160	<b>Ussery Printing</b> , Addison, TX.....	157		
<b>RRD (RR Donnelley)</b> , Chicago, IL.....	1	<b>Summit Direct Mail</b> , Dallas, TX.....	103	<b>V.G. Reed &amp; Sons</b> , Louisville, KY.....	198		

## Top 5 Market Segment Leaders

### TOP 5 BOOK PRINTERS\*

Rank	Company	Segment Sales (Millions)	Total Sales (Millions)
1	<b>Lakeside Book Co.</b> Warrenville, Illinois	\$1,120.14	\$1,143.00
2	<b>Command Cos.</b> Secaucus, New Jersey	\$190.00	\$380.00
3	<b>Walsworth</b> Marceline, Missouri	\$120.00	\$240.00
4	<b>Bradford &amp; Bigelow</b> Newburyport, Massachusetts	\$102.40	\$102.40
5	<b>Core Publishing Solutions</b> Eagan, Minnesota	\$96.70	\$96.70

### TOP 5 CATALOG PRINTERS\*

Rank	Company	Segment Sales (Millions)	Total Sales (Millions)
1	<b>Quad</b> Sussex, Wisconsin	\$579.60	\$3,220.00
2	<b>LSC Communications, MCLC Div.</b> Warrenville, Illinois	\$331.50	\$1,105.00
3	<b>Arandell Corp.</b> Menomonee Falls, Wisconsin	\$114.46	\$118.00
4	<b>The Dingley Press</b> Lisbon, Maine	\$89.00	\$89.00
5	<b>Mittera</b> Des Moines, Iowa	\$57.24	\$572.40

### TOP 5 DIRECT MAIL PRINTERS\*

Rank	Company	Segment Sales (Millions)	Total Sales (Millions)
1	<b>Quad</b> Sussex, Wisconsin	\$450.80	\$3,220.00
2	<b>SG360°</b> Wheeling, Illinois	\$302.40	\$315.00
3	<b>IWCO</b> Chanhassen, Minnesota	\$272.00	\$272.00
4	<b>Japs-Olson Co.</b> St. Louis Park, Minnesota	\$206.63	\$217.50
5	<b>Data-Mail Inc.</b> Newington, Connecticut	\$174.44	\$178.00

### TOP 5 PUBLICATION PRINTERS\*

Rank	Company	Segment Sales (Millions)	Total Sales (Millions)
1	<b>LSC Communications, MCLC Div.</b> Warrenville, Illinois	\$331.50	\$1,105.00
2	<b>Quad</b> Sussex, Wisconsin	\$322.00	\$3,220.00
3	<b>Walsworth</b> Marceline, Missouri	\$72.00	\$240.00
4	<b>Publication Printers</b> Denver, Colorado	\$63.80	\$116.00
5	<b>Mittera Group</b> Des Moines, Iowa	\$57.24	\$572.40

\* Sales figures shown above are based on 2023 Printing Impressions 300 printers' self-reported total and market segment breakdowns. We lack segment sales information for RRD, Taylor Corp., and CJK Group (due to their policies to not divulge primary specialties information). These three privately-held companies likely would have appeared on one, or some, of these Top 5 Market Segment Leaders charts.

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# WHO WE ARE

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## Printing Impressions

For 65 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.



PRINTING United Alliance is the most comprehensive member-based printing and graphic arts association in the United States, comprising the industry's vast communities. The Alliance serves industry professionals across market segments with 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. Now a division of PRINTING United Alliance, Idealliance is the global leader in standards training and certification for printing and graphic arts operations across the entire industry supply chain.

PRINTING United Alliance also produces the PRINTING United Expo, the most influential days in printing. The expansive display of technology and supplies, education, programming, and services are showcased to the industry at large, and represents all market segments in one easily accessed place.