

400

Ranking '06 '05	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Press Units: Web Offset, Sheetfed, Other	Owner-Ship	Plants
1	1 RR Donnelley , Chicago, IL	\$8,430.00	\$7,156.40	+18	Mark A. Angelson	50,000	N/A	N/A	Public	140+
2	2 Quebecor World , Montreal, Quebec, Canada Sub., Quebecor Inc., Montreal, Canada	\$6,283.30	\$6,339.50	-1	Wes Lucas	29,000	PUB 27%; ADV 25%; CAT 16%; BKS 10%	N/A	Public	120
3	3 FedEx Kinko's , Dallas, TX Div., FedEx Corp., Memphis, TN	\$2,088.00	\$2,066.00	+1	Kenneth A. May	20,000	N/A	N/A	Public	1,500
4	4 Quad/Graphics , Sussex, WI	\$1,951.00	\$1,811.00	+8	Joel Quadracci	12,000	CAT 52%; PUB 37%; ADV 11%	N/A	Private	28
5	6 Transcontinental Inc. , Montreal, Quebec, Canada	\$1,865.94	\$1,677.73	+11	Luc Desjardins	14,000	N/A	N/A	Public	60
6	5 Cenveo , Stamford, CT	\$1,749.00	\$1,742.91	-	Robert Burton	6,500	N/A	166 516 430	Public	80
7	7 Deluxe Corp. , Shoreview, MN	\$1,716.29	\$1,567.01	+10	Lee Schram	8,955	SPEC 75% (Bank checks); BF 25%	N/A	Public	17
8	8 Banta Corp. , Menasha, WI *Banta Corp. is in the process of being acquired by RR Donnelley.	\$1,544.00	\$1,523.30	+1	Stephanie A. Streeter	8,000	SPEC 28% (Supply-chain management and digital imaging services); BKS 24%; DM 22%; PUB 15%	N/A	Public	40
9	9 Vertis Communications , Baltimore, MD Sub., Vertis Holdings, New York, NY	\$1,510.00	\$1,506.00	-	Dean D. Durbin	6,300	N/A	N/A	Private	43
10	23 WorkflowOne , Dayton, OH Sub., Workflow Management, Greenwich, CT	\$1,200.00	\$397.10	+202	Greg Mosher	3,000	BF 38%; SPEC 21% (Printed stationery, business cards; Non-print-promotional products, office supplies)	348 37 52	Private	9
11	10 Valassis , Livonia, MI	\$1,131.00	\$1,044.10	+8	Alan F. Schultz	4,000	ADV 96%; DM 4%	71 5 0	Public	3
12	- Chesapeake Corp. , Richmond, VA	\$1,042.00	-	-	Andrew J. Kohut	5,600	PKG 100%	N/A	Public	48
13	12 Visant Corp. , Armonk, NY Sub., Visant Holding, Armonk, NY	\$1,006.40	\$981.60	+3	Marc L. Reisch	8,100	BKS 63%; DM 26%; COM 7%; CAT 2%; PREP 2%	270 65 0	Private	13
14	11 Taylor Corp. , N. Mankato, MN	\$1,000.00	\$1,000.00	-	Bradley J. Schreier	14,000	SPEC 50% (Niche specialty-retail); DIG 10%; COM 10%; PKG 10%	70 500 20	Private	80
15	15 John H. Harland Co. , Decatur, GA	\$982.90	\$798.50	+23	Timothy C. Tuff	5,500	SPEC 100% (62% Bank checks, 26% Software, 12% Scantron subsidiary)	N/A	Public	14
16	13 Standard Register , Dayton, OH	\$901.92	\$890.25	+1	Dennis L. Rediker	N/A	BF 68%; SPEC 32% (Fulfillment services, Insystems and SMARTworks.com, Digital solutions, Print-on-demand, Commercial Print)	N/A	Public	34
17	16 Consolidated Graphics , Houston, TX	\$879.02	\$779.02	+13	Joe R. Davis	5,005	COM 50%; DIG 10%; DM 10%; CAT 10%; ADV 10%	228 1,662 89	Public	81
18	14 Paxar Corp. , White Plains, NY	\$809.00	\$804.00	+1	R. van der Meowe	10,800	PKG 100%	N/A	Public	41
19	17 Scientific Games Int'l , Alpharetta, GA Sub., Scientific Games, New York, NY	\$781.70	\$725.50	+8	Cliff O. Bickell	1,600	SPEC 100% (Lottery tickets, pre-paid phone cards)	8 6 69	Public	4
20	18 Bowne & Co. , New York, NY	\$667.00	\$637.00	+5	Philip E. Kucera	3,200	FIN 90%; DIG 6%	75 91 0	Public	8
21	24 Ennis Inc. , Midlothian, TX	\$559.40	\$365.35	+53	Keith S. Walters	6,200	SPEC 38% (Apparel, promotional products); BF 31% FIN 17%; COM 8%	N/A	Public	46
22	20 Cadmus Communications , Richmond, VA	\$451.20	\$436.40	+3	Bruce V. Thomas	3,000	PUB 65%; PKG 19%; SPEC 16% (Content processing and management)	N/A	Public	8
23	19 American Color , Brentwood, TN Div., ACG Holdings, Ridgefield, CT	\$434.00	\$449.00	-3	Stephen M. Dyott	2,000	ADV 70%; PREP 12%; NEWS 10%; SPEC 8% (Digital special effects)	N/A	Private	14
24	21 Brown Printing , Waseca, MN Div., Gruner + Jahr, Hamburg, Germany	\$400.00	\$400.00	-	Thomas A. Engdahl	2,600	PUB 80%; CAT 20%	175 0 0	Private	3
24	21 Sir Speedy , Mission Viejo, CA Div., Franchise Services (FSI), Mission Viejo, CA	\$400.00	\$400.00	-	Richard Lowe	N/A	DIG 35%; DM 20%; PREP 10%; ADV 10%	N/A	Private	492
26	26 The Sheridan Group , Hunt Valley, MD	\$348.00	\$287.50	+21	John A. Saxton	2,085	PUB 53%; CAT 32%; BKS 15%	N/A	Private	7

Legend: ADV – Advertising Inserts and Other Preprints; BKS – Book Printing; BF – Business Forms; CAT – Catalogs; DIG – Digital Printing; DIR – Directories; DM – Direct Mail; FIN – Financial Printing; PKG – Flexible Packaging, Paperboard, Envelopes, Tags, Labels, Folding Cartons; COM – General Commercial Printing; NEWS – Newspapers; PREP – Prepress Services; PUB – Publications and Periodicals; SPEC – Specialty Printing; N/A – Not Available

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27 28	Allegra Network , Northville, MI	\$345.00	\$265.00	+30	Carl Gerhardt	3,200	DIG 20%; COM 20%; DM 15%; SPEC 10%; BF 10% ADV 10%; PREP 10%	0 850 0	Private	620
28 25	WS Packaging Group , Algoma, WI Div., Wisconsin Label Group and Superior Label Systems, Algoma, WI	\$331.53	\$307.04	+8	Terrence R. Fulwiler, Kenneth B. Kidd	1,740	PKG 89%; SPEC 5% (Non-label machine/tape) DM 5%; DIG 1%	5 30 994	Private	18
29 34	American Banknote , Fort Lee, NJ	\$305.00	\$212.00	+44	Steven G. Singer	3,000	SPEC 100% (Security printing (cards and paper))	10 30 15	Private	10
30 27	Bertelsmann Arvato AG , New York, NY Div., Bertelsmann Arvato, Guetersloh, Germany	\$295.00	\$287.00	+3	Hartmut Ostrowski	2,031	BKS 83%; SPEC 16% (Foil stamping, embossing Digital printing); PKG 1%	22 146 0	Private	9
31 30	Arandell Corp. , Menomonee Falls, WI	\$269.41	\$258.80	+4	F.E. Treis	758	CAT 92%; PUB 4%; COM 4%	36 0 0	Private	1
32 29	Perry Judd's , Waterloo, WI	\$261.50	\$260.40	-	Craig A. Hutchison	1,700	PUB 50%; CAT 45%; ADV 5%	201 0 0	Private	4
33 32	St. Joseph Printing , Concord, Ontario, Canada Div., St. Joseph Corp., Concord, Canada	\$260.00	\$237.70	+9	Tony Gagliano	2,000	PUB 40%; CAT 15%; ADV 15%; DM 10%; COM 10%	65 53 0	Private	4
34 31	Trend Offset Printing , Los Alamitos, CA	\$250.00	\$240.00	+4	Anthony J. Lienau	998	PUB 40%; CAT 20%; DIR 20%; ADV 20%	153 0 0	Private	3
35 33	Ivy Hill, a Cinram Co. , New York, NY	\$234.00	\$225.00	+4	Arthur Kern	1,000+	N/A	N/A	Public	3
36 35	Courier Corp. , N. Chelmsford, MA	\$227.04	\$211.20	+8	James F. Conway III	1,800	BKS 100%	64 61 0	Public	7
37 36	Gannett Offset , Springfield, VA Div., Gannett Co., McLean, VA	\$225.20	\$204.60	+10	Dennis Washburn	1,177	PUB 35%; NEWS 35%; ADV 20%; SPEC 10% (Promotional)	251 6 0	Public	7
38 39	EarthColor , West Orange, NJ	\$210.00	\$185.00	+14	Robert Kashan	790	COM 35%; DM 25%; ADV 25%; PREP 10%	44 92 11	Private	8
39 45	Multi-Color Corp. , Cincinnati, OH	\$206.08	\$139.47	+48	Francis D. Gerace	1,053	PKG 100%	0 7 114	Public	9
40 40	Publishers Printing/Publishers Press , Shepherdsville, KY	\$204.00	\$179.04	+14	Nicholas X. Simon	1,660	PUB 95%; COM 5%	133 7 0	Private	2
41 37	Adams/Cardinal Brands , Topeka, KS	\$200.00	\$200.00	-	Rodney Olson	1,100	SPEC 70% (Office products); BF 30%	20 5 0	Private	5
41 38	Fort Dearborn , Elk Grove, IL	\$200.00	\$188.80	+6	Mike Anderson	800	PKG 100%	N/A	Private	6
43 44	IWCO Direct , Chanhausen, MN	\$199.20	\$149.00	+34	James N. Andersen	1,600	DM 95%; COM 5%	91 4 39	Private	6
44 41	J.J. Keller & Assoc. , Neenah, WI	\$187.40	\$173.70	+8	Robert L. Keller	1,100	PUB 50%; BKS 30%; DM 10%; BF 10%	20 8 7	Private	1
45 43	MacNaughton Lithograph/ Command Web Offset , Secaucus, NJ Div., MacNaughton Lithograph, Secaucus, NJ	\$170.00	\$160.00	+6	Andrew Merson	670	BKS 40%; DIR 25%; CAT 15%; FIN 10%	39 7 0	Private	5
46 62	VistaPrint , Lexington, MA Div., VistaPrint Ltd., Bermuda	\$152.10	\$90.90	+67	Robert Keane	700+	SPEC 100% (Small business marketing materials and Consumer products)	N/A	Public	2
47 42	UnigraphicsUSA , Phoenix, AZ	\$150.00	\$168.00	-11	Steven Gaynor	1,000	BF 75%; DM 5%; COM 5%; PKG 5%; ADV 5% DIG 5%	1,000 20 0	Private	13
48 48	ColorGraphics Inc. , Los Angeles, CA	\$147.25	\$132.80	+11	Christopher N. Madison	475	COM 100%	32 90 0	Private	4
49 46	The MATLET Group , Pawtucket, RI	\$142.00	\$137.00	+4	Gary Stiffler	624	COM 65%; SPEC 30% (Packaging); PREP 5%	30 72 0	Private	5
50 49	Japs-Olson Co. , St. Louis Park, MN	\$138.20	\$127.27	+9	Michael W. Beddor	708	DM 80%; COM 20%	112 58 52	Private	1
51 47	Sandy Alexander , Clifton, NJ Div., Mickelberry Communications, New York, NY	\$137.30	\$136.00	+1	Roy Grossman	345	COM 60%; DM 20%; ADV 10%; CAT 5%	39 24 33	Private	2
52 52	The Segerdahl Corp. , Wheeling, IL	\$130.00	\$120.00	+8	Rick Joutras	300	N/A	38 21 0	Employee	2
53 56	Lithographix Inc. , Hawthorne, CA	\$125.00	\$111.00	+13	Herb Zebrack	475	COM 30%; PREP 20%; CAT 15%; ADV 15%	34 74 0	Private	2
54 50	Miami Systems , Cincinnati, OH	\$122.00	\$126.00	-3	Samuel L. Peters	860	DM 25%; BF 25%; PKG 20%; SPEC 10% (Pre-paid telephone cards, plastic credit cards)	73 10 8	Private	9

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55 61	Canadian Bank Note , Ottawa, Ontario, Canada	\$120.00	\$94.53	+27	Doug Arends	800	SPEC 100% (Security)	N/A	Private	4
56 53	PLM Group , Markham, Ontario, Canada	\$117.19	\$117.27	-	Barry Pike	430	DM 35%; COM 30%; FIN 15%; PREP 10%	22 37 0	Public	4
57 51	St Ives - U.S. Division , Miami, FL Div., St Ives plc, London	\$117.10	\$124.00	-6	Wayne R. Angstrom	750	PUB 30%; COM 24%; CAT 16%; DM 15%	64 18 0	Public	4
58 54	Taylor Publishing , Dallas, TX Sub., American Achievement, Austin, TX	\$116.65	\$114.49	+2	Don Percenti	1,050	BKS 100%	0 73 0	Private	2
59 57	PBM Graphics , Research Triangle Park, NC	\$115.60	\$107.30	+8	Terry L. Pegram	800	COM 85%; PUB 5%; PREP 5%; ADV 5%	12 90 21	Private	3
60 55	PIP Printing and Document Services , Mission Viejo, CA Div., Franchise Services Inc. (FSI), Mission Viejo, CA	\$115.10	\$113.12	+2	Catherine Monson	N/A	DIG 35%; DM 20%; PREP 10%; ADV 10%	N/A	Private	203
61 59	Walsworth Publishing , Marceline, MO	\$112.00	\$103.00	+9	Don O. Walsworth	1,400	BKS 85%; CAT 10%; DM 5%	22 60 8	Private	3
62 63	Creel Printing , Las Vegas, NV	\$103.10	\$90.00	+15	Allan Creel	450	PUB 45%; CAT 30%; COM 20%; NEWS 5%	55 14 0	Private	2
63 60	Solisco Printers , Scott, Quebec, Canada	\$100.50	\$95.10	+6	Jean Grégoire	550	PUB 50%; CAT 25%; BKS 15%; NEWS 10%	59 18 0	Private	3
64 80	BELMARK Inc. , DePere, WI	\$100.00	\$70.00	+43	Karl A. Schmidt	415	PKG 100%	0 0 28	Private	3
65 65	Imagine! Print Solutions , Shakopee, MN	\$96.85	\$86.70	+12	Robert J. Lothenbach	530	SPEC 50% (28.5%-P.O.P., 20%-UV, 1.9%-Equipment div.) COM 25%; PKG 23%; DM 1%	0 70 60	Private	1
66 67	IntegraColor , Mesquite, TX	\$91.70	\$84.64	+8	Larry C. King	540	COM 50%; PKG 40%; DIG 5% SPEC 5% (Internet services)	18 72 73	Private	4
67 63	MPI Label Systems , Sebring, OH	\$90.00	\$90.00	-	Randy L. Kocher	510	PKG 90%; SPEC 5%; DIG 5%	0 0 61	Private	7
68 69	L.P. Thebault Co. , Parsippany, NJ	\$88.30	\$78.90	+12	J. Brian Thebault	283	COM 100%	14 34 0	Private	2
69 78	Keller Crescent , Evansville, IN	\$87.49	\$74.32	+18	Thomas M. Smythe	610	PKG 70%; SPEC 10% (Advertising services); ADV 10% CAT 5%; COM 5%	4 63 29	Private	3
70 76	Outlook Group , Neenah, WI	\$85.90	\$75.60	+14	Joseph J. Baksha	414	DM 35%; PKG 30%; SPEC 20% (15% Promotional Contract packaging and collateral information management 5% data services); COM 15%	0 34 91	Private	3
71 68	Pictorial Offset , Carlstadt, NJ	\$85.30	\$80.10	+6	Gary Samuels, Donald Samuels, Lester Samuels	260	COM 75%; ADV 25%	25 23 0	Private	1
72 66	Smyth Companies , St. Paul, MN	\$85.00	\$85.00	-	John Hickey	300	PKG 98%; COM 2%	0 60 88	Private	4
73 73	Maple-Vail Book Mfg. , York, PA	\$81.00	\$77.00	+5	James S. Wisotzkey	950	BKS 100%	20 31 0	Private	4
74 80	The Hennegan Co. , Florence, KY	\$80.00	\$70.00	+14	Robert B. Ott Sr.	390	COM 45%; FIN 35%; ADV 20%	20 34 0	Private	1
75 70	Edwards Brothers , Ann Arbor, MI	\$79.00	\$78.00	+1	John J. Edwards	670	BKS 90%; PUB 10%	8 48 0	Private	6
76 58	TST/Impreso Inc. , Coppell, TX Sub., Primeline, Detroit, MI	\$77.73	\$103.99	-25	Marshall Sorokwasz	212	SPEC 50% (Lasercut sheets, engineering rolls, P.O.P. rolls); BF 50%	17 3 4	Public	5
77 72	Continental Web Press , Itasca, IL	\$77.50	\$77.50	-	Kenneth W. Field Sr.	400	CAT 75%; DM 25%	108 0 0	Private	2
78 85	Bert-Co Graphics , Corritas, CA	\$76.00	\$67.00	+13	Charles F. Stay	260	PKG 55%; SPEC 15% (P.O.P.); DM 10%; PUB 10% CAT 10%; COM 5%	0 38 0	Private	3
79 86	TanaSeybert , New York, NY	\$75.00	\$65.00	+15	Eric Bernstein	350	COM 100%	0 33 0	Private	1
79 77	Williamson Printing , Dallas, TX	\$75.00	\$75.00	-	Jerry Williamson	400	COM 80%; PREP 10%; ADV 10%	24 56 0	Private	1
81 80	Friesens Corp. , Altona, Manitoba, Canada	\$74.00	\$70.00	+6	David Friesen	500	BKS 95%; SPEC 5%	1 42 0	Employee	3
81 95	Hammer Packaging , W. Henrietta, NY	\$74.00	\$60.71	+22	James E. Hammer	385	PKG 100%	8 56 17	Private	3

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81 71	Tweddle Litho , Clinton Township, MI	\$74.00	\$77.70	-5	Andrew M. Tweddle	250	COM 100%	N/A	Private	3
84 91	Southwest Offset Printing , Gardena, CA	\$73.00	\$62.00	+18	Greg McDonald	500	PUB 40%; NEWS 40%; COM 20%	192 0 0	Private	2
85 73	Webcrafters Inc. , Madison, WI	\$72.50	\$77.00	-6	Jac B. Garner	650	BKS 100%	40 0 0	Private	2
86 87	Strine Printing , York, PA Div., Susquehanna Capital, Wrightsville, PA	\$72.10	\$63.00	+14	Michael A. Strine	375	PKG 50%; COM 47%; DIG 3%	0 125 0	Private	1
87 96	Paris Business Products , Westampton, NJ	\$70.00	\$60.00	+17	Gerard M. Toscani	105	SPEC 85% (Retail packaged ink-jet, laser papers and Media); BF 15%	24 0 0	Private	2
88 84	National Graphics , N. Branford, CT	\$69.90	\$68.80	+2	Nicholas M. Napoli	359	DM 60%; COM 30%; BF 5%; ADV 5%	73 13 0	Private	3
89 96	National Print Group , Chattanooga, TN	\$69.00	\$60.00	+15	George Diamantis	400	SPEC 60% (Large-format silkscreen and litho); DIG 30% COM 5%; PREP 5%	0 5 30	Private	6
90 87	doodad , Austell, GA	\$68.00	\$63.00	+8	Scott Levy	300	ADV 90%; DM 8%; CAT 2%	115 0 0	Private	5
91 79	Ramallo Brothers Printing , San Juan, PR	\$67.50	\$70.60	-4	Alberto Ramallo	500	ADV 36%; PKG 18%; BF 17%; CAT 8%; COM 8%	64 41 5	Private	3
92 75	Henry Wurst Inc. , N. Kansas City, MO	\$67.20	\$76.00	-12	Michael S. Wurst	517	COM 35%; DM 22%; FIN 12%; CAT 10%; ADV 8%	37 66 32	Private	4
93 102	Pratt Corp. , Indianapolis, IN	\$67.00	\$56.50	+19	Daniel D. Pratt	265	SPEC 90% (Retail store signage, promotional, P.O.P. Screen printing); DIG 10%	0 0 48	Private	1
94 90	Times Printing , Random Lake, WI	\$65.31	\$62.20	+5	Jack Scholler	462	PUB 50%; CAT 50%	40 15 0	Private	1
95 91	Graphic Press , Los Angeles, CA	\$65.00	\$62.00	+5	Randy Ginsberg	252	COM 74%; ADV 10%; CAT 5%; FIN 5%	16 35 0	Private	1
95 80	Webcom Inc. , Scarborough, Ontario, Canada	\$65.00	\$70.00	-7	Michael Collinge	326	BKS 40%; CAT 30%; DIR 30%	28 12 1	Private	1
97 101	American Spirit Graphics , Minneapolis, MN	\$64.00	\$58.00	+10	A. Oscar Carlson	368	DM 40%; COM 40%; ADV 20%	29 20 3	Private	4
98 100	Rohrer Corp. , Wadsworth, OH	\$61.61	\$58.51	+5	John P. Rohrer	385	PKG 100%	0 72 0	Private	3
99 96	The John Roberts Co. , Minneapolis, MN	\$61.60	\$60.00	+3	Michael R. Keene	325	COM 60%; ADV 20%; DM 10%; CAT 10%	30 30 0	Private	1
100 104	Nosco , Gurnee, IL Sub., Holden Industries, Deerfield, IL	\$61.50	\$54.80	+12	Russell Haraf	450	PKG 95%; COM 5%	2 22 98	Private	3
101 91	E/D Web , Cicero, IL	\$60.00	\$62.00	-3	Christopher B. Love	185	DM 40%; ADV 40%; COM 20%	36 0 0	Private	2
101 91	Universal Printing , St. Louis, MO	\$60.00	\$62.00	-3	Robert A. Ebel	275	COM 100%	N/A	Private	2
103 89	Gibraltar Packaging Group , Hastings, NE	\$59.71	\$62.87	-5	Richard Hinrichs	376	PKG 100%	0 38 0	Public	2
104 103	The Lane Press , S. Burlington, VT	\$58.00	\$55.00	+5	Philip M. Drumheller	315	PUB 90%; COM 10%	34 6 0	Private	1
104 117	Specialty Printing , Niles, IL	\$58.00	\$42.30	+37	Adam M. LeFebvre	275	DM 45%; ADV 30%; COM 25%	17 12 9	Private	1
106 105	Progress Printing , Lynchburg, VA	\$56.89	\$53.95	+5	Thomas D. Thornton II	246	COM 32%; CAT 31%; DM 10%; ADV 10%	9 12 0	Employee	1
107 96	Holden Communications , Minneapolis, MN	\$55.00	\$60.00	-8	George T. Holden	575	DM 75%; BF 20%; PKG 5%	80 4 0	Private	4
108 109	HOST Printing & Publishing , Lexington, KY Div., HOST Communications, Lexington, KY; Sub., Triple Crown Media, Lexington, KY	\$54.38	\$47.86	+14	Thomas J. Stultz	268	COM 69%; BKS 14%; PUB 6%; ADV 4%	0 20 0	Public	1
109 123	Diversified Graphics , Minneapolis, MN	\$53.50	\$40.04	+34	Scott Morrow	525	COM 65%; DM 15%; SPEC 10% (Fulfillment); DIG 5%	0 46 0	Private	2
110 112	Worzalla Publishing , Stevens Point, WI	\$53.23	\$44.56	+19	Charles W. Nason	354	BKS 80%; DIR 20%	12 25 0	Employee	1
111 -	Ames Safety Envelope , Somerville, MA	\$52.00	-	-	Kirk Ramsauer	534	SPEC 88% (Education, healthcare); PKG 10%; FIN 2%	8 24 0	Private	2
112 130	NPC Inc. , Claysburg, PA	\$51.00	\$38.00	+34	Mark Barnhart	430	BKS 40%; BF 23%; SPEC 22% (16% Digital Print-on-demand; 6% Data conversion and management); DM 10%	24 2 6	Private	1

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112 110	The EPI Companies , Marietta, GA	\$51.00	\$46.00	+11	William F. Woods Jr.	200	COM 60%; SPEC 25% (P.O.P. displays, EPI Diversified Services); DIG 15%	0 39 9	Private	2
114 111	Geographics Inc. , Atlanta, GA	\$50.00	\$45.00	+11	Norvin C. Hagan	240	COM 50%; CAT 20%; ADV 15%; DM 10%	34 24 0	Private	3
114 106	Goodway Group , Jenkintown, PA Div., I.G.I. Printing, Jenkintown, PA	\$50.00	\$50.00	-	David Wolk	275	DM 50%; DIG 30%; ADV 20%	5 14 0	Private	2
114 113	Werthan Packaging , Nashville, TN	\$50.00	\$44.00	+14	Donald P. Belmont	300	PKG 100%	0 0 31	Private	1
117 107	The Hickory Printing Group , Hickory, NC	\$48.40	\$48.40	-	Thomas W. Reese	259	COM 50%; ADV 25%; DM 10%; CAT 10%	18 16 6	Private	3
118 125	Wright Business Graphics , Portland, OR	\$48.00	\$39.60	+21	Jim Wright	315	BF 70%; DIG 13%; COM 7%; SPEC 5%	N/A	Private	5
119 108	Intelligencer Printing , Lancaster, PA Div., Steinman Enterprises, Lancaster, PA	\$47.40	\$48.00	-1	Michael R. Stief	200	COM 60%; ADV 23%; DM 10%; CAT 5%	22 26 0	Private	2
120 116	Lake County Press , Waukegan, IL	\$47.36	\$42.95	+10	Ralph L. Johnson	230	COM 75%; CAT 10%; FIN 10%; DIG 3%; PKG 2%	0 48 2	Private	3
121 113	AFL Web Printing , Voorhees, NJ	\$47.20	\$44.00	+7	Dennis G. Forchic	225	PUB 45%; NEWS 45%; COM 10%	99 0 0	Private	1
122 118	Perfect Plastic Printing , St. Charles, IL	\$46.68	\$42.25	+10	Christopher Smoczynski	310	SPEC 100%	0 18 3	Private	1
123 130	US Web , Huntington, NY	\$45.00	\$38.00	+18	John V. Busa	310	DM 100%	57 0 0	Private	1
124 122	The Lowe-Martin Group , Ottawa, Ontario, Canada	\$44.50	\$40.30	+10	Ward Griffin	300	COM 43%; SPEC 20% (Security); DIG 16%; BKS 10%	7 45 0	Private	2
125 -	Jerome Group , Maryland Heights, MO Div., Elsev Inc., Brookfield, WI	\$44.30	-	-	Ken Brown	273	DM 50%; DIG 40%; COM 7%; BF 3%	0 35 0	Public	1
126 120	The Garvey Group , Niles, IL	\$43.50	\$41.00	+6	Edward J. Garvey Jr.	280	PKG 80%; COM 20%	0 46 0	Private	4
127 119	EU Services , Rockville, MD	\$42.70	\$42.00	+2	Art Simpson	370	COM 42%; DM 31%; PKG 15%; SPEC 12%	30 21 8	Private	1
128 140	Suttle-Straus Inc. , Waunakee, WI Sub., Telephone & Data Systems, Chicago, IL	\$41.97	\$35.19	+19	John Berthelsen	210	DM 45%; COM 15%; SPEC 10% (Mail and distribution) PUB 10%; ADV 10%; CAT 10%	6 24 0	Public	1
129 136	Malloy Inc. , Ann Arbor, MI	\$41.80	\$37.40	+12	William L. Upton	334	BKS 100%	10 16 0	Private	1
129 133	McArdle Printing , Upper Marlboro, MD Sub., Bureau of National Affairs, Washington, DC	\$41.80	\$37.72	+11	Lisa Arsenaault	220	PUB 48%; COM 33%; FIN 17%; DIG 2%	12 28 1	Employee	1
131 121	ColorDynamics , Allen, TX Sub., RCL Enterprises, Allen, TX	\$41.50	\$40.50	+2	Charles G. Chalifoux	190	DM 35%; COM 30%; CAT 20%; ADV 10%	20 18 0	Private	1
132 135	Ripon Community Printers , Ripon, WI	\$41.10	\$37.63	+9	H. Anderson Lyke	330	COM 40%; PUB 30%; NEWS 20%; DIR 10%	41 16 1	Private	1
132 134	Signature Offset , Boulder, CO	\$41.10	\$37.70	+9	A. Lloyd Streit	351	NEWS 50%; PUB 25%; PREP 12%; COM 10%	165 0 8	Private	7
134 115	Concord Litho Group , Concord, NH	\$41.00	\$43.00	-5	Peter E. Cook	210	DM 40%; COM 20%; ADV 20%; SPEC 10% (Greeting Cards, P.O.P.); CAT 5%; PKG 5%	36 13 0	Private	1
135 128	Flower City Printing , Rochester, NY	\$40.83	\$38.59	+6	Wayne Scheible	230	PKG 70%; COM 10%; PREP 10%; DM 5%; CAT 5%	0 51 0	Private	3
136 126	Gateway Press , Louisville, KY	\$40.40	\$39.50	+2	Nick Burrice	220	CAT 30%; COM 30%; PUB 25%; ADV 10%; DIR 5%	24 16 0	Private	1
137 141	J.J. Collins' Sons , Woodridge, IL	\$40.00	\$35.00	+14	James F. Collins Jr.	168	SPEC 30% (Laser, sheets, rolls); COM 25%; DM 15% BF 10%	70 0 0	Private	1
137 137	Jet LithoColor , Downers Grove, IL	\$40.00	\$36.50	+10	George Bogdanovic	180	COM 41%; SPEC 37% (Plastic cards); PKG 12%; DM 5%	0 21 0	Private	2
137 153	JohnsByrne Co. , Niles, IL	\$40.00	\$32.15	+24	Corey Gustafson	165	DM 30%; COM 30%; SPEC 20%; FIN 20%	0 28 0	Private	3
137 124	Penn Industries , Cerritos, CA	\$40.00	\$40.00	-	Chuck Stay	195	DM 45%; ADV 20%; PUB 10%; CAT 10%; COM 10%	62 14 2	Private	1
141 129	Impressions Inc. , St. Paul, MN	\$39.76	\$38.34	+4	Mark A. Jorgensen	270	PKG 70%; COM 25%; ADV 5%	0 48 0	Private	2

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Ranking '06 '05	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Press Units: Web Offset, Sheetfed, Other	Owner-Ship	Plants
142 139	Bartash Printing , Philadelphia, PA	\$39.39	\$35.26	+12	Michael Simon	250	DM 50%; PUB 30%; NEWS 20%	47 0 8	Private	1
143 138	Diversified Labeling Solutions , Itasca, IL	\$39.20	\$36.40	+8	Bob Hakman	160	N/A	N/A	Private	3
144 152	Diamond Packaging , Rochester, NY	\$38.53	\$32.24	+20	Lisa Palvino, Karla Gerrie, Eric Voss, Kirsten Werner	225	PKG 100%	0 25 8	Private	2
145 130	Weldon, Williams & Lick , Ft. Smith, AR	\$38.40	\$38.00	+1	Jim Walcott	345	SPEC 100% (Numbered printing)	0 11 68	Private	1
146 171	Signature Graphics , Porter, IN	\$38.30	\$28.50	+34	Paul W. Godfrey	105	SPEC 100% (Large-format screen, fleet graphics, decals)	N/A	Private	1
147 146	Solar Communications , Naperville, IL	\$37.48	\$34.30	+9	Frank C. Hudetz	275	DM 90%; PKG 5%; ADV 5%	36 10 18	Private	3
148 176	GLS Companies , Brooklyn Park, MN	\$37.40	\$28.00	+34	Gary L. Garner	280	DM 40%; COM 40%; SPEC 20% (Distribution, creative)	0 26 0	Private	2
149 127	Grandville Printing , Grandville, MI	\$36.10	\$38.60	-6	Jeffrey C. Brewer	240	ADV 75%; COM 25%	44 22 2	Private	1
150 143	Motheral Printing , Ft. Worth, TX	\$35.65	\$34.80	+2	Jim Motheral	235	PUB 30%; CAT 30%; COM 20%; DM 15%; PKG 5%	13 13 4	Private	1
151 166	ANRO Inc. , Devon, PA	\$34.70	\$29.60	+17	James A. Spinelli Jr.	195	COM 80%; DM 20%	0 47 23	Private	2
152 150	Sovereign Business Forms , Houston, TX	\$34.60	\$33.30	+4	Donald D. Patteson Jr.	275	BF 93%; COM 5%; PKG 2%	128 23 0	Private	5
153 158	Versa Press , E. Peoria, IL	\$34.56	\$30.86	+12	Steven J. Kennell	190	BKS 100%	0 23 0	Private	1
154 143	Allen Press , Lawrence, KS	\$34.51	\$34.80	-1	Gerald Lillian	360	PUB 75%; SPEC 15% (Online services); PREP 10%	6 15 0	Private	1
155 154	Smith Lithograph , Rockville, MD	\$34.50	\$32.00	+8	Charles R. Smith	150	COM 72%; FIN 28%	54 16 0	Private	1
156 167	Independent Printing , De Pere, WI	\$34.01	\$29.55	+15	William R. Ziemendorf	300	COM 90%; SPEC 10%	0 45 0	Private	1
157 160	Hemlock Printers , Burnaby British Columbia, Canada	\$34.00	\$30.00	+13	Dick Kouwenhoven	230	COM 62%; FIN 15%; SPEC 10% (Art prints); BKS 10%	0 38 0	Private	2
157 176	Journal Graphics , Portland, OR	\$34.00	\$28.00	+21	Philip C. Bridge	160	PUB 60%; COM 15%; BKS 15%; CAT 10%	29 0 0	Private	1
159 145	Data Label , Terre Haute, IN	\$33.73	\$34.63	-3	George Snyder	162	PKG 100%	0 0 24	Private	2
160 147	Print Communications , Indianapolis, IN	\$33.40	\$34.20	-2	Randall D. Steenberg	200	PUB 35%; ADV 30%; DM 15%; COM 15%	61 7 4	Private	1
161 149	Sells Printing , New Berlin, WI	\$33.24	\$33.40	-	Donald L. Schroeder	125	CAT 40%; DM 20%; COM 20%; FIN 20%	22 10 0	Private	2
162 169	American Print Solutions , Brooklyn, NY	\$33.00	\$29.00	+14	Isaac Braun	60	CAT 20%; DM 15%; DIG 10%; PUB 10%; COM 10% BF 10%; PKG 10%	N/A	Private	1
163 148	Imperial Graphics , Grand Rapids, MI	\$32.50	\$33.50	-3	Matthew R. Bissell	185	BF 65%; DIG 25%; COM 10%	37 6 4	Private	1
164 155	Balmar Inc. , Falls Church, VA	\$32.00	\$31.60	+1	Bruce A. Seger	320	BKS 23%; COM 20%; DIG 16%; PUB 10%; DIR 10%	5 44 0	Private	3
164 141	H.S. Crocker Co. , Huntley, IL	\$32.00	\$35.00	-9	Ron Giordano	149	PKG 90%; SPEC 5%; PREP 5%	0 2 14	Employee	3
164 160	PGI Companies , Minnetonka, MN	\$32.00	\$30.00	+7	Jeffery D. Brower	302	DM 50%; FIN 42%; SPEC 7%; CAT 1%	48 20 0	Private	3
164 151	TimeMed Labeling Systems , Burr Ridge, IL	\$32.00	\$33.00	-3	Jerry Nerad	180	PKG 100%	0 0 30	Private	3
168 199	Southeastern Printing , Stuart, FL	\$31.71	\$24.64	+29	Don Mader	208	COM 34%; DM 18%; CAT 18%; PKG 16%	0 36 39	Private	2
169 176	Pearl Pressman Liberty Communications Group , Philadelphia, PA	\$31.50	\$28.00	+13	Elliot Schindler, David Van Dusen	122	COM 100%	0 26 0	Private	3
170 160	The Dot Printer , Irvine, CA	\$31.30	\$30.00	+4	Bruce M. Carson	185	COM 60%; DM 15%; CAT 10%; ADV 10%	12 24 11	Private	4
171 168	PCI Paper Conversions , Syracuse, NY	\$31.07	\$29.05	+7	Lloyd M. Withers	234	SPEC 100% (Note pads, Stik-Withit adhesive notes and Note cubes)	30 14 1	Private	2
172 186	Hi-Liter/Inland Graphics , Burlington, WI	\$31.00	\$26.60	+17	Craig C. Faust	184	DIR 30%; COM 20%; CAT 15%; BKS 15%; PUB 10%	23 10 2	Private	2

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Ranking '06 '05	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Press Units: Web Offset, Sheetfed, Other	Owner-Ship	Plants
172 160	Quantum Color Graphics , Morton Grove, IL	\$31.00	\$30.00	+3	William L. White	120	COM 40%; CAT 20%; PREP 20%; PKG 15%	0 33 4	Private	1
174 165	Colorfx Inc. , Des Moines, IA	\$30.78	\$29.67	+4	John D. DeVries	240	DM 35%; COM 18%; SPEC 15% (Photography, Creative and marketing services); CAT 14%	12 30 11	Private	3
175 156	Maggio Data Forms , Hauppauge, NY	\$30.70	\$31.20	-2	Robert Maggio	162	BF 100%	17 0 0	Private	2
176 200	Dome Printing , Sacramento, CA	\$30.10	\$24.60	+22	Tim Poole	150	DM 15%; PUB 15%; COM 15%; ADV 15%	11 12 0	Private	1
177 159	Federal Direct , Clifton, NJ	\$30.04	\$30.85	-3	James J. Trainor	200	DM 50%; BF 50%	54 3 0	Private	2
178 174	Bolger Vision Beyond Print , Minneapolis, MN	\$30.00	\$28.29	+6	Charles Bolger, Dik Bolger	200	COM 45%; SPEC 30% (POD, fulfillment); DM 10% CAT 10%; PUB 5%	0 34 5	Private	2
178 157	CJK: Print Possibilities , Cincinnati, OH	\$30.00	\$31.00	-3	Charles W. Krehbiel	190	BKS 54%; PUB 18%; SPEC 14% (Manuals, specialty Products); CAT 13%	12 6 0	Private	1
178 160	Thomson-Shore , Dexter, MI	\$30.00	\$30.00	-	Myron Marsh	280	BKS 100%	2 20 0	Employee	1
181 176	Peake/DeLancey Printers , Cheverly, MD	\$29.50	\$28.00	+5	Merle DeLancey, Jay E. Rupard	130	COM 100%	6 39 2	Private	1
182 194	Padgett Printing , Dallas, TX	\$29.35	\$25.20	+16	A. David Torok	120	COM 100%	10 26 15	Private	1
183 211	Greystone Graphics , Kansas City, KS Sub., Coleridge Fine Arts, Dublin, Ireland	\$29.00	\$23.00	+26	Eugene Reynolds	110	COM 25%; DM 20%; CAT 20%; ADV 20%	16 18 0	Private	1
183 169	Insync Media , Inglewood, CA	\$29.00	\$29.00	-	Harold Huttas	170	COM 45%; PREP 30%; DM 10%; FIN 10%	6 26 0	Private	2
185 184	Commercial Communications, (CCI) Hartland, WI	\$28.99	\$26.97	+7	Robert D. Hegwood	280	DIG 50%; COM 50%	6 28 21	Private	2
186 183	Dickinson Press , Grand Rapids, MI	\$28.81	\$27.36	+5	Jim Pentecost	140	BKS 100%	15 11 0	Employee	1
187 181	Screenprint/Dow , Wilmington, MA	\$28.70	\$27.90	+3	Walter T. Dow	132	PKG 60%; SPEC 40% (Membrane switches, graphic overlays)	0 3 126	Private	2
188 172	McNaughton & Gunn , Saline, MI	\$28.50	\$28.30	+1	Robert L. McNaughton	220	BKS 95%; DIR 5%	4 14 0	Private	1
188 185	Mosaic , Cheverly, MD Sub., Fontana Lithograph, Cheverly, MD	\$28.50	\$26.75	+7	Dale Ford	120	COM 50%; DIG 25%; BKS 25%; DM 15%	0 26 0	Private	1
190 175	Corporate Press , Landover, MD	\$28.48	\$28.20	+1	Michael A. Marcian	198	COM 100%	6 44 8	Employee	4
191 172	The EGT Group , Madison Heights, MI	\$28.30	\$28.30	-	Jonathan Strager	135	COM 40%; DM 15%; CAT 15%; PUB 10%	0 32 0	Private	1
192 202	Forum Communications Printing Detroit Lakes, MN Div., Forum Communications Co., Fargo, ND	\$27.89	\$24.37	+14	Dennis Hall	255	PUB 15%; CAT 15%; NEWS 15%; DIR 15% BKS 15%; COM 10%	44 20 0	Private	4
193 197	Alcom Printing Group , Harleysville, PA	\$27.76	\$24.95	+11	William Kuplen	150	DM 25%; COM 24%; CAT 15%; FIN 15%	14 19 0	Private	1
194 188	Rand Graphics , Wichita, KS	\$27.68	\$26.13	+6	Randy Vautravers	190	COM 60%; SPEC 35% (Silk screen); DIG 5%	0 38 19	Private	2
195 182	EBSCO Media , Birmingham, AL Div., EBSCO Industries, Birmingham, AL	\$27.50	\$27.78	-1	Landers Sevier IV	186	COM 85%; PUB 15%	0 52 0	Private	1
195 189	Master Print , Newington, VA	\$27.50	\$26.00	+6	David A. Dickens	170	COM 80%; PUB 15%; DIG 5%	10 34 7	Private	1
197 214	Berman Printing , Cincinnati, OH	\$27.20	\$22.51	+21	Andrew L. Berman	135	COM 82%; PKG 7%; FIN 6%; ADV 2%	0 33 4	Private	1
198 187	Great Lakes Integrated , Cleveland, OH	\$27.00	\$26.50	+2	James R. Schultz	160	COM 60%; FIN 20%; SPEC 10% (Fulfillment); PREP 10%	5 25 10	Private	2
198 189	Shapco Printing , Minneapolis, MN	\$27.00	\$26.00	+4	Joel D. Shapiro	112	COM 30%; DM 25%; ADV 20%; CAT 10%	0 38 0	Private	1
200 227	Midstates Printing , Aberdeen, SD	\$26.95	\$20.82	+29	Roger J. Feickert	288	CAT 60%; PUB 20%; COM 20%	25 17 0	Private	2

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201 215	Mossberg & Co. , South Bend, IN	\$26.86	\$22.23	+21	James W. Hillman	148	COM 54%; PKG 12%; FIN 10%; CAT 8%; DIG 6%	0 36 13	Private	2
202 206	Sinclair Printing , Los Angeles, CA	\$26.36	\$23.73	+11	Robert J. Sinclair	135	COM 100%	21 15 0	Private	1
203 203	HM Graphics , Milwaukee, WI	\$26.30	\$24.00	+10	James Sandstrom	155	COM 100%	0 33 0	Private	1
204 189	California Offset Printers , Glendale, CA	\$26.00	\$26.00	-	William R. Rittwage	92	PUB 62%; CAT 15%; COM 15%; PREP 5%	19 0 1	Private	1
204 189	Integria Inc. , Saint-Laurent, Quebec, Canada	\$26.00	\$26.00	-	Jamie Barbieri	151	COM 40%; ADV 35%; FIN 10%; PREP 10%	0 20 6	Private	1
204 216	VG Reed & Sons , Louisville, KY	\$26.00	\$22.00	+18	Howard Reed	200	FIN 35%; CAT 15%; COM 15%; DIR 15%	22 6 17	Private	1
207 213	Imagine Print Group , Niles, IL	\$25.90	\$22.80	+14	Rick Baruch	165	COM 100%	0 36 0	Private	1
208 224	Grand River Printing & Imaging Van Buren Twp., MI	\$25.81	\$21.00	+23	David W. Green	85	ADV 40%; COM 30%; PUB 25%; CAT 5%	24 0 0	Private	1
209 237	Baesman Printing , Hilliard, OH	\$25.66	\$19.83	+29	Richard F. Baesman	130	COM 60%; DM 40%	0 25 6	Private	1
210 193	Conley Printing , Beaver Dam, WI Div., Conley Publishing Group, Beaver Dam, WI	\$25.58	\$25.58	-	Paul Smith	150	PUB 84%; SPEC 10% (Retail reprints); CAT 5%	46 0 0	Private	2
211 209	Label Technology , Merced, CA	\$25.50	\$23.30	+9	John Bankson	104	PKG 100%	0 0 57	Private	1
212 195	Admiral Packaging , Providence, RI	\$25.00	\$25.00	-	Harley A. Frank	90	PKG 75%; DM 25%	N/A	Private	1
212 176	Cellotape Inc. , Fremont, CA	\$25.00	\$28.00	-11	Peter Offermann	114	PKG 60%; SPEC 40% (Screen print)	0 0 29	Private	1
212 239	J.B. Kenehan , Waukesha, WI	\$25.00	\$19.40	+29	J.B. Kenehan	90	DM 20%; CAT 20%; COM 20%; PUB 10%; ADV 10% BKS 10%; FIN 10%	18 6 0	Private	1
215 208	Prestone Printing , Brooklyn, NY	\$24.88	\$23.68	+5	Robert Adler	80	ADV 85%; PREP 15%	0 19 0	Private	1
216 231	Creative Printing Services , Des Plaines, IL	\$24.80	\$20.00	+24	Haves McNeal	140	FIN 30%; COM 20%; CAT 15%; PUB 10% ADV 10%; DIR 10%	22 28 0	Private	2
217 216	Grafika Commercial Printing Sinking Spring, PA	\$24.70	\$22.00	+12	Bernard J. Elzer Jr.	115	PKG 70%; COM 20%; DIG 10%	20 16 0	Private	1
218 197	Boutwell Owens & Co. , Fitchburg, MA	\$24.20	\$24.95	-3	Ward W. McLaughlin	165	PKG 100%	0 24 0	Private	2
219 195	Copy Craft Printers , Lubbock, TX	\$24.00	\$25.00	-4	Danny Stockton	150	COM 30%; ADV 20%; DM 15%; CAT 15%; PUB 10%	0 50 0	Private	2
219 203	Finlay Printing , Bloomfield, CT	\$24.00	\$24.00	-	Kevin D. Kalagher	100	COM 70%; PUB 10%; FIN 10%; PREP 10%	0 35 0	Private	1
219 201	Rex Three , Sunrise, FL	\$24.00	\$24.50	-2	Stephen H. Miller	187	PREP 30%; COM 25%; ADV 25%; CAT 15%; DIG 5%	0 31 0	Private	1
219 211	Service Web Offset , Chicago, IL	\$24.00	\$23.00	+4	Bobby Mitchell	85	COM 100%	11 0 0	Private	1
219 224	Victor Graphics , Baltimore, MD	\$24.00	\$21.00	+14	Thomas H. Hicks	185	BKS 80%; CAT 10%; DIR 10%	4 8 0	Private	1
224 207	Democrat Printing & Lithographing Little Rock, AR	\$23.40	\$23.70	-1	Bert Parke	220	PUB 75%; CAT 20%; COM 5%	24 3 0	Private	1
225 252	Foxfire Printing and Packaging , Newark, DE	\$23.10	\$18.34	+26	John Ferretti	129	DIG 47%; SPEC 30% (MFG programs); COM 10%	1 7 14	Private	2
226 256	Graphic Solutions International , Burr Ridge, IL	\$23.03	\$17.82	+29	Suzanne M. Zaccone	115	PKG 80%; SPEC 20% (Printed circuitry, printed thin Battery, electroluminescence, RFID antennae)	0 0 13	Private	2
227 249	Courier Graphics , Phoenix, AZ	\$23.00	\$18.52	+24	Pamela J. Carritt	80	COM 100%	10 15 0	Private	1
227 253	FLM Graphics , Fairfield, NJ	\$23.00	\$18.27	+26	Frank L. Misischia	88	COM 65%; DIG 20%; CAT 10%; DM 5%	0 22 23	Private	2
229 210	The Marek Group , Waukesha, WI	\$22.78	\$23.17	-2	Fuzzy S. Marek	150	COM 65%; SPEC 20% (Puzzles, games, P.O.P.); DIG 15%	0 25 12	Private	2
230 203	Kappa Graphics , Fort Washington, PA	\$22.70	\$24.00	-5	Nicholas G. Karabots	180	PUB 100%	30 0 0	Private	1

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231 229	Garlich Printing , St. Louis, MO	\$22.50	\$20.50	+10	Brad Garlich, Greg Garlich, Don Hockenbury	100	COM 100%	0 27 0	Private	1
232 231	Kohler Print Group , St. Louis, MO	\$22.00	\$20.00	+10	Kevin C. Kohler	100	SPEC 30% (Point-of-sale); COM 20%; BKS 15%	0 27 12	Private	2
232 216	Robot Printing & Communications , Redford, MI	\$22.00	\$22.00	-	Barbara J. Wolak	158	DM 15%; PUB 15%; CAT 15%; COM 15%	0 29 2	Private	2
232 250	Tepel Brothers Printing , Troy, MI	\$22.00	\$18.50	+19	James Tepel	105	COM 50%; ADV 15%; DIG 10%; DM 10%	0 8 0	Private	1
235 230	American Printing , Birmingham, AL	\$21.40	\$20.30	+5	Robert F. Stanford	170	DM 20%; CAT 20%; ADV 20%; PUB 10%; COM 10%	30 30 5	Private	1
236 327	Chromatic Lithographers , Glendale, CA	\$21.34	\$12.00	+78	Richard Sevigny	85	COM 50%; PKG 30%; SPEC 10% (Diecutting, converting)	0 26 0	Private	2
237 222	Huston-Patterson Corp. , Decatur, IL	\$21.30	\$21.30	-	Thomas W. Kowa	95	PKG 98%; SPEC 1% (Maps); BKS 1%	0 38 4	Private	2
238 228	Repacorp Label Products , Tipp City, OH	\$21.20	\$20.80	+2	Rick M. Heintz	108	PKG 92%; SPEC 8% (Screen and wide-format printing)	0 5 24	Private	4
239 238	Worth Higgins & Assoc. , Richmond, VA	\$21.14	\$19.60	+8	Rick LaReau	140	COM 100%	0 26 7	Employee	1
240 223	St. Louis Lithographing , St. Louis, MO	\$21.10	\$21.10	-	John Vogel Jr.	135	PKG 70%; SPEC 30% (Large-format specialty print, foil Stamping, embossing, steel-rule diecutting, UV printing, P.O.P.)	0 16 10	Private	2
241 224	Best Label , Cerritos, CA	\$21.00	\$21.00	-	Donald Ingle	145	PKG 95%; SPEC 5% (Distributor of labeling machines)	0 0 194	Private	2
241 216	Cedar Graphics , Hiawatha, IA	\$21.00	\$22.00	-5	Hassan Igram	135	DM 30%; COM 20%; PKG 15%; FIN 15%; ADV 15%	0 31 0	Private	1
241 242	Spectra Print , Stevens Point, WI	\$21.00	\$19.00	+11	Richard Hofmeister	131	COM 100%	6 30 2	Private	1
244 257	DS Graphics , Lowell, MA	\$20.79	\$17.73	+17	Jeffrey Pallis	130	BKS 35%; DM 15%; CAT 15%; COM 15%	2 18 0	Private	1
245 261	Data Reproductions , Auburn Hills, MI	\$20.50	\$17.30	+18	Dennis Kavanagh	90	BKS 100%	4 13 3	Private	1
246 220	Forest Corp. , Twinsburg, OH	\$20.20	\$21.91	-8	Reynold E. Bookman	220	SPEC 100% (Screen printing, P.O.P., large-format litho)	0 23 23	Private	3
247 286	48HourPrint.com , Boston, MA	\$20.00	\$15.00	+33	Ray Pinar	100	SPEC 100% (Small business; Industry insiders (graphic Designers, resellers, print brokers, affiliates)	N/A	Private	2
247 277	Astoria Graphics , New York, NY	\$20.00	\$15.90	+26	Ronald Koff, Mitchell Koff	90	DIG 60%; COM 20%; DM 10%; FIN 5% SPEC 5% (Large-format, political)	0 29 12	Private	2
247 250	Candid Litho Printing , New York, NY	\$20.00	\$18.50	+8	Howard Weinstein	105	COM 50%; DM 20%; ADV 20%; FIN 10%	0 31 0	Private	1
247 231	Central States Business Forms , Dewey, OK Div., Adams Investment, Bartlesville, OK	\$20.00	\$20.00	-	Kenneth G. Adams	192	BF 99%; SPEC 1% (Envelopes, labels, computer supplies)	74 2 4	Private	2
247 -	Color Ink , Sussex, WI	\$20.00	-	-	Jim Meissner	110	COM 70%; DM 10%; PUB 5%; CAT 5%; FIN 5% PREP 5%	0 38 8	Private	1
247 231	Fisher Group , Hiawatha, IA	\$20.00	\$20.00	-	Martin C. Fisher	140	DM 88%; ADV 10%; CAT 2%	13 0 0	Private	1
247 231	National Imprint Corp. (NIC) , Claysburg, PA	\$20.00	\$20.00	-	Casey Campbell	150	SPEC 100% (Envelopes, stationery)	0 0 75	Private	4
247 264	One Source Printing & Graphics , New York, NY	\$20.00	\$17.00	+18	Andrew Eisberg	130	COM 60%; DIG 30%; SPEC 10% (Large format, grand Format, design, promotional)	0 10 0	Private	1
247 231	Performance Companies , Dallas, TX	\$20.00	\$20.00	-	John T. White	160	SPEC 75% (Packaging, display manufacturing, UV Specialty printing, lenticular printing, transaction cards); COM 25%	0 40 0	Private	2
247 242	Think Patented , Dayton, OH	\$20.00	\$19.00	+5	Ken McNeerney	100	COM 52%; DM 15%; PUB 8%; PKG 8%	0 34 13	Private	2
247 221	Visual Systems , Milwaukee, WI	\$20.00	\$21.58	-7	John B. Burg	87	SPEC 100% (Specialty plastic printing, book covers)	0 19 1	Private	1
258 260	TPC Printing & Packaging , Chattanooga, TN	\$19.87	\$17.40	+14	Joseph A. Schmisrauter III	160	PKG 90%; PREP 10%	0 16 0	Private	1
259 255	Action Printing , Fond du Lac, WI Div., Gannett Co., McLean, VA	\$19.82	\$17.91	+11	Bob Carew	120	PUB 40%; CAT 21%; NEWS 15%; DIR 10%	14 13 0	Public	1

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260 299	HBP Printing, Graphics & Information Services , Hagerstown, MD	\$19.50	\$14.00	+39	John W. Snyder	122	COM 80%; DM 10%; FIN 10%	0 24 0	Private	1
260 245	J.S. McCarthy Printers , Augusta, ME	\$19.50	\$18.80	+4	Richard Tardiff	143	COM 80%; PREP 10%; ADV 10%	0 33 0	Private	1
260 264	Knepper Press , Oakdale, PA	\$19.50	\$17.00	+15	William J. Knepper	100	COM 20%; DM 15%; CAT 15%; BKS 15%; ADV 15%	22 23 0	Private	1
260 282	Robin Enterprises , Westerville, OH	\$19.50	\$15.25	+28	Robin Hance	122	COM 100%	0 40 5	Private	1
260 246	Smith Edwards Dunlap , Philadelphia, PA	\$19.50	\$18.70	+4	Jonathan Shapiro	122	COM 75%; FIN 10%; PREP 10%; NEWS 5%	9 24 0	Private	1
265 240	Daily Printing , Plymouth, MN	\$19.10	\$19.08	-	R. Peter Jacobson	110	COM 100%	0 23 1	Employee	1
266 268	ABS Graphics , Addison, IL	\$19.00	\$16.70	+14	Kenneth Vander Veen	100	COM 84%; DM 8%; DIG 5%; SPEC 3% (Used Equipment reseller/dealer)	0 21 0	Private	1
266 254	Freeport Press , Freeport, OH	\$19.00	\$18.00	+6	David G. Pilcher	160	PUB 50%; DM 20%; CAT 10%; COM 10%; ADV 10%	24 0 0	Private	1
268 267	Omaha Print , Omaha, NE	\$18.60	\$16.80	+11	Steven D. Hayes	120	COM 60%; DM 40%	17 15 0	Private	1
269 248	EP Graphics , Berne, IN Div., Dynamic Resource Group, Berne, IN	\$18.50	\$18.58	-	Tyler N. Kitt	137	CAT 57%; PUB 37%; SPEC 3% (Misc. fulfillment)	18 0 0	Private	1
270 258	Amidon Graphics , St. Paul, MN	\$18.30	\$17.60	+4	Paul C. Amidon	100	DM 80%; SPEC 20% (Order blank envelopes)	49 0 0	Private	1
271 284	The P.A. Hutchison Co. , Mayfield, PA	\$18.20	\$15.10	+21	Chris Hutchison	140	BKS 95%; COM 5%	12 9 2	Private	1
272 286	PrintingForLess.com , Livingston, MT	\$18.00	\$15.00	+20	Andrew S. Field	160	DM 50%; COM 48%; CAT 2%	0 22 0	Private	1
272 286	UniGraphic Inc. , Woburn, MA	\$18.00	\$15.00	+20	Bob Quinlan	155	COM 30%; DM 20%; PREP 20%; DIG 10%; SPEC 10% (Wide format)	0 36 6	Private	1
274 278	Carter Printing , Richmond, VA	\$17.90	\$15.80	+13	Wayne R. Carter	120	PUB 20%; PKG 20%; CAT 15%; BKS 15%	0 23 0	Private	1
275 247	Saltus Press , Worcester, MA	\$17.89	\$18.66	-4	Karl Wohler	140	N/A	28 16 0	Private	1
276 269	Burton & Mayer , Brookfield, WI	\$17.85	\$16.69	+7	Tim Burton	95	COM 70%; SPEC 10% (Pocket folders); DM 10%	0 41 7	Private	1
277 295	J&A Printing , Hiawatha, IA	\$17.80	\$14.80	+20	Scott Cadwallader	110	COM 65%; DM 30%; DIG 5%	0 24 0	Private	1
278 272	Franklin/Trade Graphics , Miami, FL	\$17.60	\$16.30	+8	Peter J. Dunne	135	COM 46%; CAT 16%; DM 10%; BKS 10%	12 20 4	Private	1
279 241	Cohber Press , West Henrietta, NY	\$17.51	\$19.05	-8	Eric C. Webber	135	COM 65%; DM 18%; ADV 5%; CAT 4%; PKG 4%	0 38 4	Private	1
280 271	Toof Commercial Printing , Memphis, TN Div., McFadden Communications, Memphis, TN	\$17.40	\$16.40	+6	Stillman McFadden	115	COM 75%; CAT 15%; DM 5%; BKS 5%	7 25 0	Private	2
281 284	Johnson & Quin , Niles, IL	\$17.30	\$15.10	+15	David R. Henkel	110	DM 70%; BF 20%; ADV 10%	25 0 0	Private	1
281 258	Paramount Graphics , Beaverton, OR	\$17.30	\$17.60	-2	Ken Karalus	93	COM 40%; BKS 20%; PKG 15%; DM 10%; PREP 10%	8 14 4	Private	1
283 244	Midland Information Resources , Davenport, IA	\$17.10	\$18.90	-10	Gene M. Blanc	174	DIG 80%; SPEC 20% (Technology, educational)	4 2 12	Private	2
284 275	Rose Printing , Tallahassee, FL	\$17.00	\$16.00	+6	Charles Rosenberg	116	BKS 60%; PUB 30%; CAT 5%; COM 5%	13 9 0	Private	1
284 264	Turso Companies , St. Paul, MN	\$17.00	\$17.00	-	Bruce Rankin	85	PKG 65%; SPEC 25% (InfoPac, expanded content Labels); COM 10%	0 29 90	Private	2
286 286	Hopkins Printing , Columbus, OH	\$16.90	\$15.00	+13	James F. Hopkins	119	COM 60%; DM 21%; CAT 10%; PUB 9%	0 30 4	Private	1
287 261	OmniPrint Inc. , Lanham, MD	\$16.80	\$17.30	-3	Kenneth A. Kaufman	125	PUB 50%; DM 40%; COM 10%	28 13 3	Private	1
288 273	Jacob North Printing , Lincoln, NE Sub., Calico Inc., Lincoln, NE	\$16.56	\$16.14	+3	Charles Calhoun	101	COM 50%; PUB 15%; CAT 15%; DM 10%; ADV 10%	16 18 8	Private	1
289 296	Cockrell Printing , Ft. Worth, TX	\$16.50	\$14.50	+14	John K. Cockrell	83	COM 85%; DM 10%; BF 5%	10 26 0	Private	1

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Ranking '06 '05	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Press Units: Web Offset, Sheetfed, Other	Owner-Ship	Plants
289 316	ROI Technologies , Baltimore, MD	\$16.50	\$12.90	+28	John Timothy Roberts	65	PKG 100%	0 0 70	Private	1
291 297	The Ovid Bell Press , Fulton, MO	\$16.29	\$14.34	+14	John O. Bell	120	PUB 95%; DIR 2%; BKS 2%; COM 1%	13 13 0	Private	1
292 270	Impress Communications , Canoga Park, CA	\$16.00	\$16.50	-3	Paul Marino	80	COM 40%; CAT 30%; PREP 30%	0 24 0	Private	1
293 308	The R.L. Bryan Co. , Columbia, SC	\$15.77	\$13.34	+18	Charles H. Dickerson	100	COM 50%; PUB 46%; FIN 4%	6 18 0	Employee	1
294 281	National Mail Graphics , Exton, PA	\$15.61	\$15.32	+2	John B. Sikorski	62	DM 65%; SPEC 35% (Envelopes)	18 16 0	Private	1
295 299	LaVigne Inc. , Worcester, MA	\$15.50	\$14.00	+11	Christopher D. Wells	95	COM 77%; DM 5%; PUB 5%; CAT 5%; FIN 5%	0 20 16	Private	1
295 274	Modern Int'l Graphics , Eastlake, OH	\$15.50	\$16.10	-4	David Margiotta	95	COM 55%; PUB 10%; CAT 10%; FIN 10%	0 22 0	Private	1
295 312	Philipp Lithographing , Grafton, WI	\$15.50	\$13.20	+17	Peter S. Buening	55	SPEC 100% (Packaging and P.O.P.)	0 18 0	Private	1
298 286	International Business Systems King of Prussia, PA	\$15.40	\$15.00	+3	George H. Schnyder	62	DM 90%; BF 10%	63 0 0	Private	1
298 283	The Merrick Printing Co. , Louisville, KY Div., Merrick Industries, Louisville, KY	\$15.40	\$15.20	+1	M. David Merrick	115	COM 60%; CAT 20%; PUB 10%; ADV 10%	2 20 9	Private	1
300 335	Walton Press , Monroe, GA	\$15.10	\$11.60	+30	Paul D. Hynson	N/A	PUB 100%	30 0 0	Private	1
301 307	The Harty Press , New Haven, CT	\$15.09	\$13.50	+12	George R. Platt	85	DM 35%; COM 35%; ADV 20%; CAT 5%; PREP 5%	0 25 0	Private	1
302 324	CoakleyTech , Milwaukee, WI	\$15.00	\$12.20	+23	Christopher Illman	150	DIG 70%; DM 20%; BF 5%; ADV 5%	0 8 10	Private	4
302 327	Colorado Printing , Grand Junction, CO	\$15.00	\$12.00	+25	Michael Antonucci	115	DM 40%; CAT 40%; COM 20%	0 28 0	Private	1
302 279	Data Papers , Muncy, PA	\$15.00	\$15.60	-4	Jerry Wertz	97	BF 60%; DM 15%; PKG 10%; FIN 10%	36 0 14	Private	1
302 302	Dual Graphics , Brea, CA	\$15.00	\$13.95	+8	James Joyce	100	DM 20%; CAT 20%; COM 20%; PUB 10%; BKS 10%	0 20 0	Private	1
302 327	Fortran Graphics , Cleveland, OH	\$15.00	\$12.00	+25	Richard Swanson	85	SPEC 70% (Book components); COM 30%	0 16 0	Private	1
302 346	Whitmore Print & Imaging , Annapolis, MD	\$15.00	\$10.50	+43	George Shenk	112	DM 30%; COM 30%; DIG 10%; PUB 10%; CAT 10% ADV 10%	N/A	Private	3
308 310	Prisma Graphic Corp. , Phoenix, AZ	\$14.90	\$13.30	+12	Robert Anderson	87	COM 56%; DM 10%; CAT 10%; PUB 5%; DIR 5%; FIN 5%	7 20 4	Private	1
309 286	Tapecon Inc. , Buffalo, NY	\$14.80	\$15.00	-1	Alan K. Davis	141	PKG 83%; SPEC 17% (Membrane keypads and equipment)	0 0 52	Private	2
310 308	Metropolitan Fine Printers , Vancouver British Columbia, Canada Div., Kallas Holding, Vancouver, Canada	\$14.77	\$13.34	+11	George Kallas	75	ADV 30%; FIN 20%; DM 15%; CAT 10%; BKS 10%	0 20 0	Private	1
311 293	Cavanaugh Press , Baltimore, MD	\$14.53	\$14.84	-2	George K. Atwell	101	COM 50%; DM 30%; BKS 10%; ADV 10%	0 37 0	Private	2
312 323	A&M Label , Wixom, MI	\$14.50	\$12.60	+15	Doug Severns	60	PKG 100%	0 0 50	Private	2
312 304	California Lithographers , Concord, CA	\$14.50	\$13.90	+4	Mardjan Taheri	100	COM 70%; DM 30%	0 28 0	Private	1
312 303	Canfield & Tack , Rochester, NY	\$14.50	\$13.92	+4	Daniel J. Mahany	92	COM 72%; DM 10%; CAT 10%	0 29 0	Employee	1
312 286	Datatel Resources , Monaca, PA	\$14.50	\$15.00	-3	Allen J. Simon	78	BF 75%; DM 25%	42 0 0	Private	1
312 280	ProGraphics Communications , Atlanta, GA	\$14.50	\$15.50	-6	John R. Pope	100	COM 39%; DM 18%; CAT 12%; PUB 10%	N/A	Private	1
317 298	SPG Graphics , Indianapolis, IN Div., Harding Poorman Group, Indianapolis, IN	\$14.26	\$14.16	+1	David Harding	136	COM 70%; DM 15%; SPEC 5% (Signage); PUB 5% PREP 5%	0 21 0	Private	1
318 319	MidAtlantic Printers , Altavista, VA	\$14.20	\$12.86	+10	Charles Edwards	103	COM 45%; PUB 30%; CAT 25%	0 20 1	Private	1
319 316	BookMasters Inc. , Ashland, OH	\$14.10	\$12.90	+9	David Wurster	165	BKS 100%	0 17 12	Private	1
320 336	Integrated Book Technology , Troy, NY	\$14.00	\$11.50	+22	John R. Paeglow	120	BKS 100%	0 0 14	Private	1

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320 312	Techprint Inc. , Lawrence, MA	\$14.00	\$13.20	+6	Paul J. Durant	100	PKG 85%; DIG 5%; COM 5%; ADV 5%	8 20 10	Private	1
320 299	Tucker Castleberry , Atlanta, GA	\$14.00	\$14.00	-	Tuck Tucker	75	COM 80%; DM 10%; PUB 10%	N/A	Private	3
323 315	Boyd Brothers , Panama City, FL	\$13.93	\$13.03	+7	James A. Boyd Jr.	105	COM 70%; PUB 30%	0 23 1	Private	1
323 306	EconoPrint , Verona, WI	\$13.93	\$13.73	+1	David Roloff	115	COM 41%; DIG 20%; DM 15%; FIN 5%; ADV 5%; BF 5%	0 27 11	Private	1
325 321	Vision Graphics , Loveland, CO	\$13.67	\$12.78	+7	Mark Steputis	76	COM 40%; CAT 30%; DM 10%; PUB 10%; ADV 10%	0 20 0	Private	1
326 327	Ussery Printing , Irving, TX	\$13.65	\$12.00	+14	Fran Ussery	75	COM 80%; DM 10%; CAT 5%; ADV 5%	0 9 1	Private	1
327 343	Direct Impressions , Richmond, VA	\$13.56	\$11.06	+23	Mark Smith	75	DM 95%; ADV 5%	32 0 0	Private	1
328 294	Todd Allan Printing Co. , Beltsville, MD	\$13.50	\$14.82	-9	Allan Kullen	N/A	COM 90%; DIG 10%	N/A	Private	1
329 305	Delzer Lithograph , Waukesha, WI	\$13.46	\$13.85	-3	Eric Delzer	85	COM 65%; DIG 35%	5 14 0	Private	1
330 320	Neyenesch Printers , San Diego, CA	\$13.30	\$12.80	+4	Cliff Neyenesch, Carol A. Bentley	75	COM 100%	0 27 2	Private	1
331 327	Acme Printing , Des Moines, IA	\$13.00	\$12.00	+8	Jerry J. Miller	90	COM 58%; DM 15%; FIN 14%; PUB 8%; PREP 6%	0 28 0	Private	1
332 314	Branch Smith Printing , Fort Worth, TX	\$12.96	\$13.05	-1	David Branch	91	PUB 60%; CAT 20%; BKS 15%; DM 5%	0 18 0	Private	1
333 336	Graphic Arts , Philadelphia, PA	\$12.70	\$11.50	+10	Fred Binder Jr.	75	COM 100%	0 21 0	Private	1
334 275	Fabricon Products , River Rouge, MI	\$12.60	\$16.00	-21	Bruce L. Dinda	50	PKG 100%	N/A	Private	2
334 326	Graphic Printing Services , Greensboro, NC	\$12.60	\$12.17	+4	Bryan Hall	75	COM 50%; PKG 50%	0 17 21	Private	1
336 322	Beechmont Press , Louisville, KY	\$12.58	\$12.62	-	Dennis D. Watkins	110	PUB 55%; COM 30%; DM 5%; CAT 5%; ADV 5%	10 30 0	Private	1
337 336	Grand Rapids Label , Grand Rapids, MI	\$12.50	\$11.50	+9	William W. Muir Jr.	80	PKG 100%	0 0 13	Private	2
338 324	Wayne Trademark Printing & Packaging , High Point, NC	\$12.35	\$12.20	+1	Gary Burrow	78	PKG 100%	0 9 68	Private	1
339 342	Ambrose Printing , Nashville, TN	\$12.30	\$11.10	+11	John L. Ambrose III	89	COM 30%; DIR 20%; PUB 10%; CAT 10%; ADV 10%; BKS 10%; PKG 10%	8 21 0	Private	1
340 333	Covenant Graphics , Jefferson City, MO	\$12.26	\$11.90	+3	Jeanie Moore, Darrell Moore, Darla Porter, Greg Meeker	105	PUB 50%; COM 35%; DM 10%; DIG 5%	0 31 0	Private	2
341 334	Solo Printing , Miami, FL	\$12.20	\$11.70	+4	Manuel Hernandez	60	BKS 40%; DM 20%; CAT 20%; PUB 10%; COM 10%	5 16 0	Private	1
342 336	O'Neil Printing , Phoenix, AZ	\$12.13	\$11.50	+5	Ronald R. Lahey	90	COM 100%	0 23 5	Employee	1
343 352	Graphix Products , West Chicago, IL	\$12.00	\$10.06	+19	Diane Tews	70	COM 80%; SPEC 10% (CD-ROM, CDR); PKG 7%; DIG 3%	0 18 12	Private	1
343 344	Professional Printers , West Columbia, SC	\$12.00	\$11.00	+9	Jimmy Kohn	80	COM 60%; DM 20%; CAT 20%	0 16 0	Private	1
343 327	Stylecraft Printing , Canton, MI	\$12.00	\$12.00	-	Richard A. Pesci, Andrea M. Pesci-Jones	86	BF 72%; COM 23%; PKG 5%	32 14 0	Private	3
346 311	B&W Press , Georgetown, MA	\$11.80	\$13.25	-11	Paul J. Beegan	135	SPEC 65% (Long run #10 insert components, bind-in Order form envelopes, statement stuffers, package inserts Personalization); DM 35%	44 0 0	Private	1
347 371	Printing Arts , Brooklyn Park, MN	\$11.70	\$8.87	+32	Jerry Shapiro, Rick Hansen, Thomas Lundberg	70	COM 60%; DM 40%	0 26 0	Private	1
348 344	Gintzler Graphics , Buffalo, NY	\$11.50	\$11.00	+5	Franklin J. Nice	60	PKG 100%	0 0 70	Private	1
348 354	Integrity Graphics , Windsor, CT	\$11.50	\$10.00	+15	Joseph E. La Valla	80	COM 60%; PREP 20%; DIG 10%; DM 10%	0 15 0	Private	1

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348 340	Paravista Inc. , Piscataway, NJ	\$11.50	\$11.40	+1	Michael Spallucci	29	COM 30%; DM 20%; PKG 20%; PREP 10% SPEC 10% (Advertising specialties)	0 13 0	Private	1
348 358	Western Graphics , St. Paul, MN	\$11.50	\$9.72	+18	Tim Keran	68	COM 60%; DIG 35%; DM 5%	0 14 15	Private	1
352 353	Belk Printing Technologies , Pineville, NC	\$11.45	\$10.02	+14	Lee Ellen Turnbull	67	COM 55%; FIN 25%; PKG 10%; DM 5%; CAT 5%	0 16 0	Private	1
353 368	Best Press , Addison, TX	\$11.30	\$9.09	+24	Wendy Kalisher	65	COM 100%	0 22 0	Private	1
354 355	The Imaging Bureau , Fort Worth, TX	\$10.90	\$9.90	+10	Brian Walden	85	COM 80%; PUB 10%; PREP 10%	4 5 3	Private	1
355 346	Shelton-Turnbull , Eugene, OR	\$10.80	\$10.50	+3	Barry Miller	93	COM 50%; BF 35%; DIG 5%; DM 5%; PKG 5%	5 10 10	Employee	1
356 351	Reflections Printing , Minneapolis, MN	\$10.72	\$10.10	+6	Chris Clemens	70	COM 70%; DM 25%; DIG 5%	0 22 2	Private	1
357 349	Interprint Web & Sheet Fed , Clearwater, FL Sub., Morten Enterprises, Clearwater, FL	\$10.67	\$10.39	+3	James E. Morten	90	PUB 50%; CAT 20%; DM 10%; DIR 10%; ADV 10%	12 9 0	Private	3
358 359	Hagg Press , Elgin, IL	\$10.58	\$9.69	+9	Kern W. Hagg, Jr.	85	BKS 40%; COM 33%; CAT 7%; PKG 6%	10 28 2	Private	1
359 360	ATL Ad Tape & Label , Menomonee Falls, WI	\$10.40	\$9.60	+8	Donald Dobert	53	SPEC 50% (Medical and pharmaceutical products) DM 25%; PKG 25%	N/A	Private	1
359 356	Harmony Printing & Development , Liberty, MO	\$10.40	\$9.80	+6	Larry G. Wilson	71	PUB 30%; COM 23%; CAT 15%; DIR 15%	13 2 1	Private	1
361 364	McCourt Label , Lewis Run, PA	\$10.20	\$9.40	+9	David G. Ferguson	70	PKG 100%	0 0 8	Private	1
362 357	Printing Technologies , Salt Lake City, UT	\$10.10	\$9.75	+4	LaMar C. Hatch	70	COM 100%	0 27 6	Private	1
363 364	Diversified Printers , La Mirada, CA	\$10.00	\$9.40	+6	Kenneth Bittner, Gerald Tominaga	60	COM 45%; DIR 20%; BKS 20%; CAT 15%	8 6 0	Private	1
363 392	Mutual Engraving , W. Hempstead, NY	\$10.00	\$7.00	+43	Salvatore Forelli	77	COM 65%; SPEC 35% (Engraving, foil stamping, Thermography)	2 20 35	Private	1
363 348	Times Litho , Forest Grove, OR	\$10.00	\$10.46	-4	Richard Bunker	58	COM 35%; PUB 30%; DM 20%; CAT 15%	16 0 0	Employee	1
366 366	Acculink , Greenville, NC	\$9.92	\$9.30	+7	Tom O'Brien, Lindsay Gray	82	DIG 60%; COM 25%; DIR 10%; DM 5%	1 8 5	Private	1
366 395	Associates Graphic Services , Wilmington, DE	\$9.92	\$6.87	+44	Charles L. Copeland	80	COM 32%; ADV 30%; DM 20%; BKS 18%	0 16 6	Private	2
368 341	Morrison Communications , Morristown, TN	\$9.73	\$11.15	-13	Maudie Briggs	75	COM 53%; SPEC 15% (Posters); PUB 12%; CAT 12%	10 3 0	Private	1
369 369	Fine Line Graphics , Columbus, OH	\$9.50	\$9.00	+6	James M. Basch	52	COM 50%; DM 20%; CAT 15%; PUB 10%; BF 5%	0 16 1	Private	1
369 366	Lawton Printing , Spokane, WA	\$9.50	\$9.30	+2	Raymond W. Lawton, Laura Lawton	N/A	DM 45%; PUB 40%; CAT 10%; DIG 5%	0 15 1	Private	1
369 362	Pomco Graphic Arts , Philadelphia, PA	\$9.50	\$9.50	-	Frank A. Wlodarczyk	95	COM 75%; SPEC 10% (Engraving, stationery) ADV 10%; FIN 5%	0 16 25	Private	1
372 374	Oak Lane Printing , Philadelphia, PA	\$9.40	\$8.60	+9	Michael Dubowitch	58	DM 65%; CAT 12%; ADV 10%; FIN 5%; BKS 5%	16 17 0	Private	1
373 376	Chicago Press , Chicago, IL	\$9.27	\$8.15	+14	Mitchell Harrison	60	COM 56%; DM 12%; PUB 10%; CAT 10%; BKS 5%	0 11 1	Private	1
374 385	K&D Graphics, Printing and Packaging Orange, CA	\$9.25	\$7.62	+21	Don Chew	46	COM 46%; PKG 26%; DM 8%; CAT 8% ADV 5%; PUB 5%	4 13 0	Private	1
375 318	McCormick-Armstrong , Wichita, KS	\$9.14	\$12.88	-29	Jacob W. Shaffer	89	COM 63%; CAT 10%; ADV 8%; DM 7%	10 8 0	Private	2
376 372	Rider Dickerson , Chicago, IL	\$9.10	\$8.70	+5	William Barta	55	COM 80%; PREP 20%	0 27 0	Private	1
377 383	Delano Service , Allegan, MI	\$9.00	\$7.80	+15	Juan Mendez	65	SPEC 90% (Game cards and board games); BF 10%	0 7 5	Private	1
377 369	Wending Printing , Newport, KY	\$9.00	\$9.00	-	Hal M. Wending	70	COM 50%; PREP 20%; DM 15%; SPEC 5% (P.O.P. display)	7 18 0	Private	1

Legend: ADV – Advertising Inserts and Other Preprints; BKS – Book Printing; BF – Business Forms; CAT – Catalogs; DIG – Digital Printing; DIR – Directories; DM – Direct Mail; FIN – Financial Printing; PKG – Flexible Packaging, Paperboard, Envelopes, Tags, Labels, Folding Cartons; COM – General Commercial Printing; NEWS – Newspapers; PREP – Prepress Services; PUB – Publications and Periodicals; SPEC – Specialty Printing; N/A – Not Available

400

Ranking '06 '05	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Press Units: Web Offset, Sheetfed, Other	Owner-Ship	Plants
379 375	Johnson Printing , Boulder, CO Div., Johnson Publishing, Boulder, CO	\$8.90	\$8.20	+9	Jerry B. Johnson	68	PUB 50%; CAT 20%; BKS 15%; COM 10%	8 7 0	Private	1
379 360	Wise Tag & Label , Pennsauken, NJ	\$8.90	\$9.60	-7	W. Sprague Wise	N/A	PKG 100%	N/A	Private	1
381 383	The Zenger Group , Buffalo, NY	\$8.88	\$7.80	+14	Stephen R. Zenger	63	COM 55%; DIG 20%; DM 20%; PREP 5%	0 23 8	Private	3
382 391	IndeXX Inc. , Greenville, SC	\$8.80	\$7.10	+24	Jordan Finn	78	DM 25%; CAT 15%; ADV 15%; COM 12%	0 18 0	Private	1
383 377	5 Day Business Forms Mfg. , Anaheim, CA	\$8.70	\$8.10	+7	Leslie Messick	48	BF 100%	25 0 0	Private	1
384 362	Hi-Tech Printing , Fairfield, OH	\$8.60	\$9.50	-9	Robert P. Dillingham	30	PKG 100%	17 14 12	Private	1
385 378	Elk Grove Graphics , Elk Grove Village, IL	\$8.45	\$8.00	+6	Tom Stanley	45	COM 40%; DM 20%; CAT 20%; ADV 20%	0 18 2	Private	1
386 350	Think Arbor , Royal Oak, MI	\$8.40	\$10.20	-18	Joe Sellars	51	COM 70%; BF 25%; PKG 5%	12 18 0	Private	1
387 398	Rhino Print Solutions Richmond, British Columbia, Canada	\$8.19	\$6.13	+34	David Allan	55	COM 40%; CAT 20%; ADV 20%; PUB 10%	0 20 0	Private	1
388 392	McClafferty Printing , Wilmington, DE	\$8.00	\$7.00	+14	Shawn McClafferty	50	COM 100%	0 21 0	Private	1
388 388	SZK Graphics , Chatsworth, CA	\$8.00	\$7.20	+11	Dan Pulos	50	SPEC 100% (P.O.P.)	N/A	Private	1
390 394	Carlith Printing , Carpentersville, IL	\$7.98	\$6.95	+15	James Erber	43	ADV 25%; CAT 20%; PUB 10%; PKG 10% SPEC 10% (Educational materials)	0 16 0	Private	1
391 378	Des Plaines Publishing , Des Plaines, IL	\$7.90	\$8.00	-1	Michael H. Ford	65	NEWS 60%; CAT 10%; COM 10%; DIR 10%; BKS 10%	13 0 0	Private	1
392 387	Merlin Printing , Amityville, NY	\$7.70	\$7.41	+4	Steven Vid	37	ADV 80%; DM 10%; COM 10%	12 0 0	Private	1
393 388	Press America , Elk Grove Village, IL	\$7.20	\$7.20	-	Martin A. D'Amico	32	DM 50%; COM 50%	5 13 0	Private	1
393 378	Rohrich Corp. , Akron, OH	\$7.20	\$8.00	-10	Thomas R. Rohrich	52	COM 94%; PREP 6%	0 17 0	Private	1
395 378	Dolce Printing , Maywood, NJ	\$7.00	\$8.00	-13	James Dolce, Glenn Dolce	28	COM 50%; FIN 30%; DM 20%	0 22 0	Private	1
395 -	Lester Lithograph , Anaheim, CA	\$7.00	-	-	James R. Witt	57	COM 100%	0 18 0	Private	1
395 378	Roberts Printing , Clearwater, FL	\$7.00	\$8.00	-13	Wayne Nightingale	50	COM 35%; CAT 25%; PREP 15%; BKS 10%	0 14 0	Private	1
398 386	MacDonald & Evans , Braintree, MA	\$6.90	\$7.50	-8	Francesco Piazza	50	DIG 30%; COM 20%; SPEC 15% (Retail); DM 15% CAT 15%; FIN 10%	0 25 3	Private	1
399 388	Allied Printing , Jacksonville, FL	\$6.70	\$7.20	-7	Dorsey B. Thomas Jr.	40	PUB 65%; COM 15%; DM 5%; CAT 5%; FIN 5%; ADV 5%	6 12 0	Private	1
400 397	TecDoc Digital Solutions , Hudson, MA	\$6.50	\$6.20	+5	David L. Trombino	40	DIG 100%	0 0 4	Private	2

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: Special Projects Editor,
1500 Spring Garden St., 12th Floor,
Philadelphia, PA 19130.

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