

# THE PRINTING IMPRESSIONS 400

Ranking '08	'07	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Press Units: Web Offset, Sheetfed, Other	Ownership	Plants
1	1	<b>RR Donnelley</b> , Chicago, IL	\$11,587.10	\$9,316.00	+24	Thomas J. Quinlan III	60,000	N/A	N/A	Public	175+
2	2	<b>Quebecor World</b> , Montreal, Canada	\$5,688.20	\$6,086.30	-7	Jacques Mallette	24,000	INS 28%; PUB 26%; CAT 16%; BKS 10%	N/A	Public	100
3	3	<b>Cenveo Inc.</b> , Stamford, CT	\$2,400.00	\$2,400.00	-	Robert Burton	10,000	SPEC 36% (Envelopes, labels); COM 30%; PUB 17%; PKG 12%	166 516 430	Public	80
4	10	<b>Valassis</b> , Livonia, MI	\$2,242.20	\$1,043.50	+115	Alan F. Schultz	7,000	N/A	99 5 0	Public	4
5	6	<b>Transcontinental Inc.</b> , Montreal, Canada	\$2,209.70	\$1,959.54	+13	François Olivier	14,500	INS 27%; DM 15%; NEWS 13%; PUB 12%	N/A	Public	65
6	5	<b>Quad/Graphics</b> , Sussex, WI	\$2,048.00	\$2,000.00	+2	Joel Quadracci	12,000	CAT 49%; PUB 38%; INS 9%; SPEC 4%	N/A	Private	28
7	4	<b>FedEx Office</b> , Dallas, TX Div., FedEx Corp., Memphis, TN	\$2,040.00	\$2,040.00	-	Brian Philips	22,000	N/A	N/A	Public	1,990
8	7	<b>Deluxe Corp.</b> , Shoreview, MN	\$1,606.37	\$1,639.65	-2	Lee Schram	8,000	SPEC 75% (Bank checks); BF 25%	N/A	Public	23
9	8	<b>Vertis Communications</b> , Baltimore, MD Sub., Vertis Holdings, New York, NY	\$1,400.00	\$1,500.00	-7	Michael DuBose	8,000	N/A	N/A	Private	54
10	9	<b>Clondalkin Group</b> , Philadelphia, PA Sub., Clondalkin Group Ltd., Dublin, Ireland	\$1,300.00	\$1,300.00	-	Norbert McDermott	5,000	PKG 75%; DM 15%; BF 5%; INS 5%	230 190 63	Private	45
11	-	<b>WorkflowOne/ Workflow Management</b> , Dayton, OH	\$1,171.00	-	-	Greg Mosher	3,300	SPEC 43% (Stationery, promotional products, office supplies); BF 30%; COM 11%; DM 8%	353 52 50	Private	20
12	11	<b>Consolidated Graphics</b> , Houston, TX	\$1,095.40	\$1,006.19	+9	Joe R. Davis	5,950	COM 40%; DIG 15%; DM 15%; CAT 10%	228 1,662 89	Public	81
13	12	<b>Scientific Games Int'l</b> , Alpharetta, GA Sub., Scientific Games, New York, NY	\$1,046.70	\$897.23	+17	Jim Trask	5,500	SPEC 100% (Lottery tickets, prepaid phone cards)	8 6 69	Public	6
14	15	<b>Visant Corp.</b> , Armonk, NY	\$937.40	\$749.08	+25	Marc L. Reisch	6,000	BKS 63%; DM 37%	206 411 11	Private	12
15	13	<b>Standard Register</b> , Dayton, OH	\$865.40	\$894.30	-3	Dennis L. Rediker	3,400	BF 64%; SPEC 36%	N/A	Public	12
16	14	<b>Bowne &amp; Co.</b> , New York, NY	\$851.00	\$834.00	+2	David J. Shea	3,700	FIN 82%; DIG 15%; SPEC 3%	75 91 0	Public	12
17	16	<b>Ennis Inc.</b> , Midlothian, TX	\$610.61	\$584.70	+4	Keith S. Walters	6,200	SPEC 38% (Apparel, promotional products); BF 31%; FIN 17%; COM 8%	N/A	Public	46
18	22	<b>The Sheridan Group</b> , Hunt Valley, MD	\$529.00	\$338.00	+57	John A. Saxton	2,650	PUB 49%; CAT 26%; BKS 20%; SPEC 5%	N/A	Private	10
19	17	<b>Minuteman Press Int'l</b> , Farmingdale, NY	\$460.00	\$450.00	+2	Robert Titus	N/A	COM 50%; DIG 30%; SPEC 10%; PREP 10%	N/A	Private	981
20	20	<b>Sir Speedy Printing and Marketing Services</b> , Mission Viejo, CA Div., Franchise Services (FSI), Mission Viejo, CA	\$438.80	\$350.00	+25	Richard Lowe	N/A	DIG 35%; COM 25%; DM 20%; PREP 10%	N/A	Private	533
21	18	<b>Brown Printing</b> , Waseca, MN Div., Gruner + Jahr, Hamburg, Germany	\$415.00	\$415.00	-	Volker Petersen	2,600	PUB 80%; CAT 20%	179 0 0	Private	3
22	30	<b>VistaPrint</b> , Lexington, MA Div., VistaPrint Ltd., Bermuda	\$400.70	\$255.90	+57	Robert Keane	1,000+	SPEC 100% (Small business marketing materials and consumer products)	N/A	Public	2
23	21	<b>WS Packaging Group</b> , Green Bay, WI	\$388.92	\$339.37	+15	Terrence R. Fulwiler, Kenneth B. Kidd	1,921	PKG 89%; SPEC 6%; DM 3%; DIG 2%	28 90 180	Private	18
24	19	<b>Allegra Network</b> , Northville, MI	\$371.00	\$369.00	+1	Carl Gerhardt	3,200	DIG 20%; COM 20%; DM 15%; SPEC 10%	0 850 0	Private	600
25	36	<b>Fort Dearborn</b> , Elk Grove, IL	\$350.00	\$180.00	+94	Mike Anderson	1,400	PKG 100%	N/A	Private	10
26	31	<b>EarthColor</b> , Parsippany, NJ	\$330.00	\$245.00	+35	Robert Kashan	850	COM 33%; DM 25%; INS 25%; PREP 10%	39 104 23	Private	8

**LEGEND:** BF - Business Forms; BKS - Book Manufacturing; CAT - Catalogs; COM - General Commercial Printing; DIG - Digital Printing; DIR - Directories; DM - Direct Mail;  
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27	23 <b>Bertelsmann Arvato AG</b> , New York, NY Div., Bertelsmann Arvato, Guetersloh, Germany	\$329.20	\$295.00	+12	Rolf Buch	2,031	BKS 83%; SPEC 16%; PKG 1%	24 150 0	Private	9
28	33 <b>Multi-Color Corp.</b> , Cincinnati, OH	\$320.00	\$222.40	+44	Francis D. Gerace	1,400	PKG 100%	0 7 114	Public	14
29	26 <b>St. Joseph Communications</b> , Concord, Ontario, Canada	\$306.00	\$275.00	+11	Tony Gagliano	2,000	PUB 40%; CAT 15%; INS 15%; DM 10%	65 53 0	Private	4
30	24 <b>AlphaGraphics</b> , Salt Lake City, UT Sub., Pindar Print Ltd., Scarborough, UK	\$300.34	\$294.50	+2	Kevin Cushing	900+	DIG 41%; SPEC 20%; COM 20%; PKG 10%	N/A	Private	N/A
31	28 <b>Courier Corp.</b> , N. Chelmsford, MA	\$294.60	\$269.05	+9	James F. Conway III	1,830	BKS 100%	64 61 0	Public	7
32	25 <b>Arandell Corp.</b> , Menomonee Falls, WI	\$287.00	\$281.43	+2	F.E. Treis	821	CAT 93%; PUB 4%; PREP 3%	36 0 0	Private	1
33	29 <b>IWCO Direct</b> , Chanhassen, MN	\$280.00	\$264.50	+6	James N. Andersen	1,800	DM 100%	94 6 68	Private	3
34	26 <b>Trend Offset Printing</b> , Los Alamitos, CA	\$275.00	\$275.00	-	Anthony J. Lienau	1,050	PUB 50%; INS 30%; CAT 10%; DIR 10%	168 0 0	Private	3
35	34 <b>Publishers Press</b> , Shepherdsville, KY	\$226.00	\$206.00	+10	Nicholas X. Simon	1,830	PUB 95%; COM 5%	129 10 0	Private	2
36	32 <b>Gannett Offset</b> , Springfield, VA Gannett Co., McLean, VA	\$221.10	\$226.00	-2	Dennis Washburn	1,206	NEWS 35%; PUB 30%; INS 25%; SPEC 10% (Promotional)	251 10 0	Public	6
37	35 <b>J.J. Keller &amp; Assoc.</b> , Neenah, WI	\$216.60	\$205.20	+6	Robert L. Keller	1,200	PUB 50%; BKS 30%; DM 10%; BF 10%	20 8 7	Private	1
38	- <b>DG3 Diversified Global Graphics Group</b> , Jersey City, NJ	\$180.00	-	-	Michael Cunningham	420	FIN 50%; COM 40%; DIG 5%; INS 5%	N/A	Private	6
38	37 <b>MacNaughton Lithograph/ Command Web Offset</b> , Secaucus, NJ	\$180.00	\$172.00	+5	Andrew Merson	670	BKS 40%; DIR 25%; CAT 15%; FIN 10%	39 7 7	Private	6
40	41 <b>Japs-Olson Co.</b> , St. Louis Park, MN	\$153.08	\$141.02	+9	Michael W. Beddor	656	DM 70%; COM 30%	165 58 6	Private	1
41	45 <b>Canadian Bank Note</b> , Ottawa, Ontario, Canada	\$150.00	\$133.00	+13	Doug Arends	1,200	SPEC 100% (Security printing)	N/A	Private	2
41	42 <b>The Segerdahl Corp.</b> , Wheeling, IL	\$150.00	\$140.00	+7	Rick Joutras	300	N/A	45 21 0	Employee	2
43	38 <b>The MATLET Group</b> , Pawtucket, RI	\$147.00	\$148.00	-1	Gary Stiffer	624	COM 60%; PKG 25%; SPEC 15% (Fulfillment)	30 82 0	Private	4
44	39 <b>Champion Industries</b> , Huntington, WV	\$145.64	\$145.19	-	Marshall T. Reynolds	800	BF 40%; COM 20%; CAT 15%; PKG 10%	1 37 61	Public	11
45	42 <b>Freedom Graphic Systems</b> , Milton, WI	\$145.00	\$140.00	+4	Martin W. Liebert	850	DM 90%; DIG 5%; INS 5%	26 2 3	Private	4
46	40 <b>Sandy Alexander</b> , Clifton, NJ Div., Mickelberry Communications, New York, NY	\$142.00	\$142.00	-	Mike Graff	346	COM 45%; DM 25%; INS 15%; CAT 10%	39 24 33	Private	4
47	47 <b>PIP Printing and Marketing Services</b> , Mission Viejo, CA Div., Franchise Services (FSI), Mission Viejo, CA	\$136.20	\$128.37	+6	Catherine Monson	N/A	DIG 35%; COM 25%; DM 20%; PREP 10%	N/A	Private	181
48	52 <b>Imagine! Print Solutions</b> , Minneapolis, MN	\$130.66	\$109.00	+20	Robert J. Lothenbach	567	SPEC 50%; COM 25%; PKG 23%; DM 1%	0 70 60	Private	1
49	44 <b>Miami Systems</b> , Cincinnati, OH	\$130.00	\$135.00	-4	Samuel L. Peters	950	DM 25%; BF 25%; PKG 20%; SPEC 10% (Prepaid telephone and credit cards)	73 10 8	Private	9
50	46 <b>Lithographix Inc.</b> , Hawthorne, CA	\$125.00	\$130.00	-4	Herb Zebrack	435	COM 30%; SPEC 15% (Grand format/outdoor); CAT 15%; PREP 15%	22 46 64	Private	1
51	48 <b>Taylor Publishing</b> , Dallas, TX Sub., American Achievement, Austin, TX	\$119.46	\$119.09	-	Don Percenti	600	BKS 100%	0 74 0	Private	2
52	53 <b>BELMARK Inc.</b> , DePere, WI	\$118.00	\$100.42	+18	Karl A. Schmidt	451	PKG 100%	0 0 28	Private	3

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53	51 <b>Creel Printing</b> , Las Vegas, NV	\$117.10	\$113.30	+3	Allan Creel	475	PUB 45%; CAT 30%; COM 20%; NEWS 5%	81 14 0	Private	3
54	50 <b>Walsworth Publishing</b> , Marceline, MO	\$115.00	\$114.00	+1	Don O. Walsworth	1,100	BKS 85%; CAT 10%; DM 5%	22 62 8	Private	3
55	59 <b>Tweddle Group</b> , Clinton Township, MI	\$109.40	\$87.00	+26	Andrew M. Tweddle	328	PUB 90%; CAT 6%; DIG 4%	8 2 4	Private	4
56	59 <b>Webcrafters Inc.</b> , Madison, WI	\$100.87	\$87.00	+16	Jac B. Garner	650	BKS 98%; CAT 2%	48 0 0	Private	2
57	55 <b>Imprimerie Solisco</b> , Scott, Quebec, Canada	\$100.00	\$93.35	+7	Jean Gregoire	450	PUB 50%; CAT 25%; BKS 15%; COM 10%	25 18 0	Private	2
58	54 <b>Outlook Group</b> , Neenah, WI	\$99.50	\$96.00	+4	Joseph J. Baksha	480	DM 35%; PKG 30%; SPEC 20% (Promotional contract packaging and collateral information management); COM 15%	6 42 104	Private	3
59	49 <b>St Ives Inc. U.S.</b> , Hollywood, FL Div., St Ives plc, London, England	\$96.00	\$117.00	-18	Wayne Angstrom	568	COM 63%; PUB 35%; DM 2%; FIN 1%	45 16 1	Public	2
60	57 <b>MPI Label Systems</b> , Sebring, OH	\$92.00	\$90.50	+2	Randy L. Kocher	510	PKG 90%; SPEC 5%; DIG 5%	0 0 63	Private	8
61	61 <b>Hammer Packaging</b> , W. Henrietta, NY	\$89.00	\$86.00	+3	James E. Hammer	385	PKG 100%	9 65 19	Private	3
62	64 <b>Henry Wurst Inc.</b> , N. Kansas City, MO	\$88.48	\$84.89	+4	Michael S. Wurst	560	COM 35%; DM 22%; FIN 11%; CAT 10%	39 56 36	Private	4
63	56 <b>IntegraColor</b> , Mesquite, TX	\$86.70	\$92.20	-6	Larry C. King	527	COM 50%; PKG 40%; SPEC 5%; DIG 5%	18 72 73	Private	3
64	63 <b>Insync Marketing Solutions</b> , Los Angeles, CA	\$85.00	\$85.00	-	Randy Ginsberg	290	COM 57%; PREP 20%; INS 10%; CAT 5%	16 35 0	Private	2
65	78 <b>Strine Printing</b> , York, PA	\$84.00	\$72.10	+17	Michael A. Strine	375	COM 40%; PKG 40%; SPEC 10% (P.O.P./P.O.S.); DIG 5%	0 98 0	Private	1
66	65 <b>Edwards Brothers</b> , Ann Arbor, MI	\$83.00	\$81.00	+2	John J. Edwards	720	BKS 90%; PUB 10%	12 48 14	Private	8
67	62 <b>Smyth Cos.</b> , St. Paul, MN	\$82.50	\$85.50	-4	John Hickey	400	PKG 98%; COM 2%	0 60 88	Private	4
68	68 <b>Paris Business Products</b> , Westampton, NJ	\$81.00	\$79.00	+3	Gerard M. Toscani	100	SPEC 85% (Ink-jet, laser papers and media); BF 15%	24 0 0	Private	1
69	67 <b>Bert-Co Graphics</b> , Cerritos, CA	\$80.00	\$80.00	-	Nick George	260	PKG 95%; COM 5%	0 38 0	Private	2
69	71 <b>Friesens Corp.</b> , Altona, Manitoba, Canada	\$80.00	\$77.00	+4	Curwin W. Friesen	500	BKS 95%; SPEC 5%	2 42 0	Employee	3
71	65 <b>Maple-Vail Book Mfg.</b> , York, PA	\$78.40	\$81.00	-3	James S. Wisotzkey	950	BKS 100%	20 31 0	Private	4
72	69 <b>L.K. Litho</b> , Middle Island, NY Div., The Linick Group, Middle Island, NY	\$78.25	\$77.57	+1	Andrew S. Linick	430	DIG 30%; BKS 30%; DM 20%; PUB 15%	6 36 8	Private	4
73	72 <b>National Graphics</b> , N. Branford, CT	\$77.10	\$76.80	-	Nicholas M. Napoli	359	DM 60%; COM 30%; BF 5%; INS 5%	77 17 0	Private	3
74	75 <b>Southwest Offset Printing</b> , Gardena, CA	\$76.20	\$75.10	+1	Greg McDonald	500	PUB 40%; NEWS 40%; COM 20%	200 0 0	Private	2
75	76 <b>TanaSeybert</b> , New York, NY	\$75.00	\$75.00	-	Eric Bernstein	350	COM 100%	13 45 12	Private	2
75	76 <b>Williamson Printing</b> , Dallas, TX	\$75.00	\$75.00	-	Jerry Williamson	300	COM 50%; DM 10%; CAT 10%; FIN 10%	24 56 0	Private	1
77	58 <b>Pictorial Offset</b> , Carlstadt, NJ	\$73.80	\$87.10	-15	Lester F. Samuels, Gary B. Samuels, Donald R. Samuels	240	COM 75%; INS 25%	25 23 0	Private	1
78	70 <b>Continental Web Press</b> , Itasca, IL	\$73.50	\$77.50	-5	Diane K. Field	400	CAT 75%; DM 25%	108 0 0	Private	2
78	73 <b>National Print Group</b> , Chattanooga, TN	\$73.50	\$76.00	-3	Phil Harris	400	SPEC 60% (Large-format); DIG 30%; COM 5%; PREP 5%	0 5 30	Private	4
80	88 <b>Publication Printers</b> , Denver, CO	\$72.90	\$63.60	+15	Gary Rosenberg	310	PUB 40%; DM 30%; CAT 20%; COM 10%	5 0 0	Private	1
81	90 <b>FCL Graphics</b> , Harwood Heights, IL	\$71.00	\$63.50	+12	Ken Menconi	168	DM 70%; COM 15%; INS 10%; CAT 5%	30 18 26	Private	1
82	87 <b>American Spirit Graphics</b> , Minneapolis, MN	\$70.90	\$64.80	+9	A. Oscar Carlson	315	DM 40%; COM 40%; INS 20%	50 20 3	Private	4

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83	82 <b>TST/Impreso Inc.</b> , Coppell, TX	\$69.35	\$68.25	+2	Marshall Sorokwasz	155	SPEC 50% (Lasercut sheets, engineering rolls, P.O.S.); BF 50%	17 3 4	Private	4
84	88 <b>Nosco</b> , Gurnee, IL Sub., Holden Industries, Deerfield, IL	\$68.80	\$63.60	+8	Russell Haraf	450	PKG 95%; COM 5%	2 22 112	Private	3
85	79 <b>UNIMAC Graphics</b> , Carlstadt, NJ	\$68.00	\$72.00	-6	George Amann	230	COM 70%; DM 15%; FIN 10%; PUB 5%	10 43 0	Private	1
86	84 <b>Rohrer Corp.</b> , Wadsworth, OH	\$67.28	\$66.60	+1	John P. Rohrer	385	PKG 100%	0 72 0	Private	3
87	127 <b>GLS Cos.</b> , Brooklyn Park, MN	\$65.40	\$44.00	+49	Gary L. Garner	400	DM 40%; COM 40%; SPEC 20% (Distribution, creative)	6 32 12	Private	3
88	81 <b>The John Roberts Co.</b> , Minneapolis, MN	\$65.00	\$69.00	-6	Michael R. Keene	300	COM 60%; INS 20%; DM 10%; CAT 10%	30 26 0	Private	1
88	74 <b>K/P Corp.</b> , San Ramon, CA	\$65.00	\$75.90	-14	Susan Kelly	450	COM 28%; PUB 22%; DM 14%; BKS 10%	3 34 9	Employee	6
90	83 <b>Times Printing</b> , Random Lake, WI	\$64.10	\$67.10	-4	Jack Scholler	462	PUB 50%; CAT 50%	43 20 0	Private	1
91	92 <b>The Lane Press</b> , S. Burlington, VT	\$64.00	\$60.00	+7	Philip M. Drumheller	315	PUB 90%; COM 10%	34 2 0	Private	1
92	97 <b>Worzalla Publishing</b> , Stevens Point, WI	\$63.62	\$57.35	+11	Charles W. Nason	360	BKS 90%; DIR 10%	12 25 0	Employee	1
93	86 <b>Ramallo Brothers Printing</b> , San Juan, PR	\$63.50	\$65.50	-3	Alberto Ramallo	500	INS 36%; PKG 18%; BF 17%; CAT 8%	64 41 5	Private	3
94	85 <b>E/D Web</b> , Cicero, IL	\$63.00	\$66.00	-5	Christopher B. Love	185	DM 40%; INS 40%; COM 20%	46 0 0	Private	2
95	159 <b>PRINTSouth Corp.</b> , Atlanta, GA	\$62.60	\$34.50	+81	Rick Martin	240	BF 100%	115 0 0	Private	3
96	91 <b>JohnsByrne Co.</b> , Niles, IL	\$62.40	\$61.50	+1	Corey Gustafson	225	DM 30%; COM 30%; SPEC 20%; FIN 20%	0 32 0	Private	3
97	93 <b>Pratt Corp.</b> , Indianapolis, IN	\$62.00	\$59.00	+5	Daniel D. Pratt	265	SPEC 75% (Retail store signage, promotional, P.O.P.); DIG 25%	0 0 48	Private	1
98	94 <b>Specialty Print Communications</b> , Niles, IL	\$60.97	\$58.60	+4	Adam M. LeFebvre	250	DM 45%; INS 30%; COM 25%	22 12 9	Private	1
99	136 <b>4Over Inc.</b> , Glendale, CA	\$59.30	\$41.50	+43	Zarik Megerdichian	278	SPEC 72% (Business cards, letterheads, postcards, presentation folders); DM 11%; CAT 10%; INS 7%	N/A	Private	4
100	109 <b>Commercial Communications (CCI)/ CoakleyTech</b> , Hartland, WI Div., TouchPoint Print Solutions, Chicago, IL	\$58.90	\$49.50	+19	Chris Illman	430	DIG 58%; COM 42%	4 35 40	Private	6
101	116 <b>AFL Web Printing</b> , Voorhees, NJ	\$58.50	\$47.20	+24	Dennis G. Forchic	335	PUB 45%; NEWS 45%; COM 10%	180 0 0	Private	2
102	99 <b>Progress Printing</b> , Lynchburg, VA	\$56.90	\$55.00	+3	Michael A. Thornton	249	CAT 45%; PUB 20%; COM 15%; DM 5%	13 12 2	Employee	1
103	95 <b>Universal Printing</b> , St. Louis, MO	\$56.00	\$58.00	-3	Robert A. Ebel	250	COM 100%	N/A	Private	2
104	98 <b>Adplex</b> , Houston, TX	\$55.98	\$55.48	+1	Edward Raine	250	INS 77%; DM 11%; PREP 7%; SPEC 5%	45 0 0	Private	4
105	124 <b>Grandville Printing</b> , Grandville, MI	\$55.40	\$44.50	+24	Jeffrey C. Brewer	240	INS 75%; COM 25%	44 22 6	Private	1
106	113 <b>Flower City Printing</b> , Rochester, NY	\$54.93	\$48.42	+13	Wayne Scheible	305	PKG 70%; COM 10%; PREP 10%; CAT 4%	0 49 8	Private	3
107	100 <b>Lake County Press</b> , Waukegan, IL	\$54.53	\$53.46	+2	Ralph L. Johnson	250	COM 70%; CAT 10%; FIN 10%; DIG 5%	0 48 3	Private	3
108	103 <b>Brown Industries</b> , Dalton, GA	\$53.30	\$52.00	+3	Keith Whitworth	669	CAT 44%; COM 24%; DM 13%; DIG 6%	0 27 59	Private	8
109	121 <b>Teldon Print Media</b> , Richmond, British Columbia, Canada Sub., The Teldon Group, Richmond, B.C., Canada	\$53.00	\$45.00	+18	Michael McAdam	375	COM 65%; PUB 25%; CAT 10%	10 11 5	Employee	2
110	95 <b>O'Neil Data Systems</b> , Los Angeles, CA Sub., Data Analysis, Los Angeles, CA	\$52.00	\$58.00	-10	James T. Lucanish	145	DIG 50%; SPEC 15% (Fulfillment); DM 10%; PUB 10%	36 7 0	Private	1

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111 101	<b>Intelligencer Printing</b> , Lancaster, PA Div., Steinman Enterprises, Lancaster, PA	\$51.43	\$52.70	-2	Michael R. Stief	200	COM 62%; DM 20%; INS 11%; CAT 5%	22 26 0	Private	2
112 102	<b>The EPI Cos.</b> , Marietta, GA	\$51.00	\$52.50	-3	Bill Blair	120	COM 40%; DM 30%; SPEC 20%; DIG 10%	0 35 7	Private	1
113 129	<b>Journal Graphics</b> , Portland, OR	\$50.20	\$43.50	+15	Philip C. Bridge	170	PUB 85%; CAT 10%; COM 5%	30 0 0	Private	1
114 130	<b>Perfect Plastic Printing</b> , St. Charles, IL	\$50.06	\$43.23	+16	Christopher Smoczynski	225	SPEC 100%	0 18 3	Private	1
115 104	<b>Geographics Inc.</b> , Atlanta, GA	\$50.00	\$50.00	-	Norvin C. Hagan	240	COM 50%; CAT 20%; INS 15%; DM 10%	34 26 0	Private	3
115 104	<b>Goodway Group</b> , Jenkintown, PA Div., I.G.I. Printing, Jenkintown, PA	\$50.00	\$50.00	-	David Wolk	275	DM 50%; DIG 30%; INS 20%	5 14 0	Private	2
115 104	<b>Meyers</b> , Minneapolis, MN	\$50.00	\$50.00	-	David Dillon	250	SPEC 85% (P.O.P. and labels); PKG 10%; DIG 5%	N/A	Private	1
115 115	<b>Wright Business Graphics</b> , Portland, OR	\$50.00	\$48.00	+4	Jim Wright	327	BF 70%; DIG 13%; COM 7%; SPEC 5%	N/A	Private	5
119 117	<b>NPC Inc.</b> , Claysburg, PA	\$49.61	\$46.90	+6	Mark Barnhart	457	BKS 41%; DIG 23%; BF 19%; SPEC 17%	23 6 7	Private	2
120 111	<b>The Quantum Group</b> , Morton Grove, IL	\$49.50	\$48.50	+2	William L. White	220	COM 40%; DIG 20%; CAT 15%; PKG 10%	0 33 6	Private	2
121 110	<b>Primary Color Systems</b> , Costa Mesa, CA	\$48.76	\$48.76	-	Dan Hirt	285	PREP 44%; COM 24%; SPEC 21% (Large-format); DM 5%	0 22 6	Private	2
122 108	<b>Werthan Packaging</b> , Nashville, TN	\$48.40	\$49.70	-3	Donald P. Belmont	300	PKG 100%	0 0 31	Private	1
123 120	<b>EU Services</b> , Rockville, MD	\$48.20	\$45.40	+6	Art Simpson	385	DM 70%; COM 25%; DIG 5%	30 21 8	Private	1
124 126	<b>Suttle-Straus Inc.</b> , Waunakee, WI Sub., Telephone & Data Systems, Chicago, IL	\$47.55	\$44.04	+8	John Berthelsen	265	DM 45%; SPEC 15% (Mailing and fulfillment); COM 15%; CAT 10%	6 24 0	Public	1
125 111	<b>Schumann Printers</b> , Fall River, WI	\$47.00	\$48.50	-3	Dan Schumann	185	PUB 85%; CAT 15%	25 0 0	Private	1
126 80	<b>doodad</b> , Austell, GA	\$46.00	\$70.00	-34	Thomas McCloskey	190	INS 87%; CAT 8%; DM 5%	115 0 0	Private	4
126 132	<b>Malloy Inc.</b> , Ann Arbor, MI	\$46.00	\$42.80	+7	William L. Upton	300	BKS 100%	10 13 1	Private	1
128 119	<b>The Garvey Group</b> , Niles, IL	\$45.70	\$45.50	-	Edward J. Garvey Jr.	260	PKG 50%; COM 30%; DM 20%	0 46 0	Private	4
129 131	<b>Bartash Printing</b> , Philadelphia, PA	\$45.50	\$43.22	+5	Eric Roberts	250	DM 50%; PUB 30%; NEWS 20%	55 0 8	Private	1
130 141	<b>LAgraphico</b> , Burbank, CA	\$45.00	\$40.00	+13	Dan Stillwell	230	COM 35%; PREP 33%; SPEC 25% (P.O.P.); PKG 5%	0 12 0	Private	1
130 124	<b>The Lowe-Martin Group</b> , Ottawa, Ontario, Canada	\$45.00	\$44.50	+1	Ward Griffin	300	COM 43%; SPEC 20% (Security); DIG 16%; BKS 10%	7 45 0	Private	2
130 104	<b>Penn Industries</b> , Cerritos, CA	\$45.00	\$50.00	-10	Jeff Alkazian	170	DM 45%; INS 20%; PUB 10%; CAT 10%	62 14 2	Private	1
133 118	<b>Diversified Labeling Solutions</b> , Itasca, IL	\$44.80	\$45.60	-2	Bob Hakman	160	SPEC 100% (Labels)	N/A	Private	3
134 122	<b>Personix St. Louis</b> , Maryland Heights, MO Div., Fiserv Inc., Brookfield, WI	\$44.00	\$44.80	-2	Ken Brown	320	DM 50%; DIG 40%; COM 7%; BF 3%	0 35 0	Public	1
135 123	<b>Ripon Printers</b> , Ripon, WI	\$43.85	\$44.51	-1	H. Andersen Lyke	330	COM 40%; PUB 30%; NEWS 20%; DIR 10%	41 16 1	Private	1
136 137	<b>Concord Litho Group</b> , Concord, NH	\$43.30	\$41.30	+5	Peter E. Cook	210	DM 40%; COM 20%; INS 20%; SPEC 10% (Greeting cards, P.O.P.)	36 7 0	Private	1
137 149	<b>Colonial Press Int'l</b> , Miami, FL	\$43.00	\$36.00	+19	Jose Gomez, Jorge Gomez	200+	COM 45%; INS 15%; PUB 10%; CAT 10%	22 18 0	Private	1
137 114	<b>The Hickory Printing Group</b> , Hickory, NC	\$43.00	\$48.40	-11	Thomas W. Reese	239	COM 50%; CAT 20%; DM 15%; INS 10%	18 16 6	Private	3
139 135	<b>Signature Graphics</b> , Porter, IN Sub., Omnicom Group, New York, NY	\$42.80	\$42.30	+1	Paul W. Godfrey	108	SPEC 70% (Large-format, fleet graphics, decals); DIG 30%	0 0 8	Public	1

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# THE PRINTING IMPRESSIONS 400

Ranking '08 '07	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Press Units: Web Offset, Sheetfed, Other	Ownership	Plants
140 127	<b>McArdle Printing</b> , Upper Marlboro, MD Sub., Bureau of National Affairs, Washington, DC	\$42.00	\$44.00	-5	Lisa Arsenault	217	PUB 48%; COM 33%; FIN 17%; DIG 2%	12 28 1	Employee	1
140 141	<b>Phipps Dickson Integria</b> , Saint-Laurent, Quebec, Canada	\$42.00	\$40.00	+5	Jamie Barbieri, Jeff Mahar, Gaetano DiTrapani	200	COM 40%; INS 35%; FIN 10%; PREP 10%	0 36 6	Private	2
142 138	<b>Diamond Packaging</b> , Rochester, NY	\$41.20	\$41.05	-	Karla Fichter, Kirsten Werner	225	PKG 100%	0 25 8	Private	2
143 141	<b>Weldon, Williams &amp; Lick</b> , Ft. Smith, AR	\$41.00	\$40.00	+3	Jim Walcott	330	SPEC 100% (Numbered printing)	0 11 68	Private	1
144 175	<b>MyPrint Corp.</b> , Irvine, CA	\$40.00	\$32.00	+25	Kent Barkouras	150	COM 80%; DIG 10%; DM 10%	7 24 4	Private	2
144 144	<b>National Hirschfeld</b> , Denver, CO	\$40.00	\$39.50	+1	Brett Birky	210	DIG 25%; COM 25%; DM 15%; BKS 15%	18 25 16	Private	2
146 147	<b>Jet</b> , Downers Grove, IL	\$39.90	\$38.70	+3	George Bogdanovic	180	COM 41%; SPEC 37% (Plastic cards); PKG 12%; DM 5%	0 27 0	Private	2
147 179	<b>Bolger Vision Beyond Print</b> , Minneapolis, MN	\$39.80	\$31.20	+28	Charles Bolger, Dik Bolger	320	COM 45%; DIG 20%; DM 20%; CAT 10%	0 51 5	Private	2
148 153	<b>Versa Press</b> , E. Peoria, IL	\$39.37	\$35.55	+11	Steven J. Kennell	185	BKS 100%	0 27 0	Private	1
149 140	<b>ColorDynamics</b> , Allen, TX	\$39.10	\$40.10	-2	Charles G. Chalifoux	180	DM 35%; COM 30%; CAT 20%; INS 10%	14 30 0	Private	1
150 164	<b>Motheral Printing</b> , Ft. Worth, TX	\$39.00	\$34.00	+15	Jim Motheral	255	PUB 30%; CAT 30%; COM 20%; DM 15%	13 27 4	Private	1
151 152	<b>Southeastern Printing</b> , Stuart, FL	\$38.20	\$35.79	+7	Don Mader	196	COM 34%; DM 18%; CAT 18%; PKG 16%	0 36 39	Private	2
152 138	<b>Signature Offset</b> , Boulder, CO	\$38.15	\$41.05	-7	A. Lloyd Streit	264	NEWS 50%; PUB 25%; PREP 12%; COM 10%	191 0 8	Private	7
153 145	<b>ICS Corp.</b> , Philadelphia, PA	\$38.00	\$39.00	-3	Matthew Bastian	350	DM 80%; INS 20%	N/A	Private	1
154 154	<b>Allen Press</b> , Lawrence, KS	\$37.61	\$35.51	+6	Gerald Lillian	335	PUB 75%; SPEC 15% (Online services); PREP 10%	6 15 0	Private	1
155 134	<b>GFX Int'l</b> , Grayslake, IL	\$37.59	\$42.45	-11	Chuck Huttinger	200	SPEC 89% (Screen printing); DIG 11%	0 0 31	Private	1
156 146	<b>AC Label</b> , St. Louis, MO	\$37.40	\$38.80	-4	Michael Keegan	209	PKG 90%; SPEC 10% (Large-format, P.O.P., finishing)	0 16 21	Private	4
157 -	<b>Mosaic</b> , Cheverly, MD Sub., Fontana Lithograph, Cheverly, MD	\$36.50	-	-	Brendan Connors, Joe Fontawa	163	COM 60%; DIG 15%; DM 15%; BKS 10%	0 28 0	Private	3
157 133	<b>Solar Communications</b> , Naperville, IL	\$36.50	\$42.50	-14	Frank C. Hudetz	230	DM 90%; PKG 5%; INS 5%	36 10 27	Private	2
159 159	<b>Sells Printing</b> , New Berlin, WI	\$36.30	\$34.50	+5	Donald L. Schroeder	153	CAT 40%; DM 20%; COM 20%; FIN 20%	22 10 1	Private	2
160 172	<b>H.S. Crocker Co.</b> , Huntley, IL	\$36.00	\$33.00	+9	Ron Giordano	120	PKG 90%; SPEC 5%; PREP 5%	0 2 14	Employee	2
161 155	<b>ANRO Inc.</b> , Devon, PA	\$35.70	\$35.40	+1	James A. Spinelli Jr.	184	COM 58%; DM 18%; DIG 15%; SPEC 9%	0 54 27	Private	2
162 157	<b>Gateway Press</b> , Louisville, KY	\$35.10	\$35.00	-	Nick Burrice	195	CAT 30%; COM 30%; PUB 25%; INS 10%	20 16 0	Private	1
163 189	<b>Kirkwood Printing</b> , Wilmington, MA	\$35.00	\$29.00	+21	Bob Coppinger	124	COM 80%; DM 20%	0 32 0	Private	1
164 158	<b>Data Label</b> , Terre Haute, IN	\$34.90	\$34.90	-	George Snyder	148	PKG 100%	0 0 24	Private	2
165 168	<b>Independent Printing</b> , De Pere, WI	\$34.61	\$33.46	+3	William R. Ziemendorf	300	COM 90%; SPEC 10%	0 52 0	Private	1
166 169	<b>HGI Co.</b> , Burlington, WI	\$34.60	\$33.40	+4	Craig C. Faust	201	COM 22%; CAT 15%; BKS 15%; PUB 13%	19 34 3	Private	2
166 163	<b>Sovereign Business Forms</b> , Houston, TX	\$34.60	\$34.30	+1	Benny E. Coffey	275	BF 95%; COM 5%	128 23 0	Private	5
168 156	<b>Forum Communications Printing</b> , Detroit Lakes, MN Div., Forum Communications, Fargo, ND	\$34.10	\$35.27	-3	Dennis Hall	266	PUB 20%; NEWS 15%; DIR 15%; BKS 15%	53 21 0	Private	4

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Ranking '08 '07	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Press Units: Web Offset, Sheetfed, Other	Ownership	Plants
169 172	<b>Hemlock Printers</b> , Burnaby, British Columbia, Canada	\$34.00	\$33.00	+3	Dick Kouwenhoven	215	COM 62%; FIN 15%; SPEC 10% (Art prints); BKS 10%	0 38 0	Private	2
169 164	<b>Pearl Pressman Liberty Communications Group</b> , Philadelphia, PA	\$34.00	\$34.00	-	David Van Dusen	142	COM 88%; DM 10%; DIG 2%	0 30 2	Private	3
171 162	<b>Rand Graphics</b> , Wichita, KS	\$33.85	\$34.41	-2	Randy Vautravers	190	COM 60%; SPEC 25% (Silkscreen); DIG 15%	0 38 19	Private	2
172 171	<b>Midstates Printing</b> , Aberdeen, SD	\$33.26	\$33.14	-	Roger J. Feickert	275	CAT 40%; DM 25%; COM 20%; PUB 15%	30 17 0	Private	2
173 170	<b>Dome Printing</b> , Sacramento, CA	\$33.10	\$33.30	-1	Tim Poole	160	COM 25%; DM 20%; INS 20%; PUB 15%	11 12 0	Private	1
174 175	<b>US Web</b> , Huntington, NY	\$33.00	\$32.00	+3	John V. Busa	206	DM 100%	64 0 0	Private	1
175 206	<b>Classic Graphics</b> , Charlotte, NC	\$32.92	\$26.71	+23	David Pitts	158	COM 45%; DM 20%; FIN 20%; CAT 10%	0 24 0	Private	2
176 151	<b>McNaughton &amp; Gunn</b> , Saline, MI	\$32.80	\$35.80	-8	Robert L. McNaughton	220	BKS 95%; DIR 5%	4 14 0	Private	1
177 174	<b>Imperial Graphics</b> , Grand Rapids, MI	\$32.50	\$32.50	-	Matthew R. Bissell	185	BF 65%; DIG 25%; COM 10%	37 6 5	Private	1
178 148	<b>Print Communications</b> , Indianapolis, IN	\$32.30	\$36.42	-11	Lowell Morrison	150	PUB 35%; INS 30%; DM 15%; COM 15%	61 7 4	Private	1
179 192	<b>Padgett Printing</b> , Dallas, TX	\$32.00	\$28.40	+13	A. David Torok	120	COM 82%; DIG 18%	10 38 12	Private	1
180 182	<b>Shapco Printing</b> , Minneapolis, MN	\$31.50	\$30.50	+3	Joel D. Shapiro	120	COM 30%; DM 20%; SPEC 10% (Plastic menus); CAT 10%	0 38 0	Private	1
181 167	<b>Dickinson Press</b> , Grand Rapids, MI	\$31.37	\$33.65	-7	Jim Pentecost	140	BKS 100%	14 11 0	Employee	1
182 196	<b>New Jersey Business Forms</b> , Englewood, NJ	\$31.19	\$27.94	+12	David Harnett	155	BF 48%; SPEC 32% (Labels); DM 20%	68 0 0	Private	2
183 159	<b>PGI Cos.</b> , Minnetonka, MN	\$31.04	\$34.50	-10	Jeffory D. Brower	295	DM 50%; FIN 42%; SPEC 7%; CAT 1%	48 20 0	Private	3
184 180	<b>CJK: Print Possibilities</b> , Cincinnati, OH	\$31.00	\$31.00	-	Robert C. Krehbiel III	190	BKS 62%; CAT 19%; PUB 13%; SPEC 6% (Manuals, specialty products)	12 6 0	Private	1
184 194	<b>Color Ink</b> , Sussex, WI	\$31.00	\$28.00	+11	Thomas Murel	130	COM 70%; DM 10%; PUB 5%; CAT 5%	0 38 8	Private	1
186 166	<b>Screenprint/Dow</b> , Wilmington, MA	\$30.71	\$33.79	-9	Walter T. Dow	137	PKG 60%; SPEC 35% (Membrane switches, graphic overlays); DIG 5%	0 3 126	Private	2
187 187	<b>Oles Envelope</b> , Baltimore, MD	\$30.50	\$29.70	+3	John R. Young	165	PKG 100%	N/A	Private	1
188 175	<b>American Print Solutions</b> , Brooklyn, NY	\$30.00	\$32.00	-6	Isaac Braun	60	CAT 20%; DM 15%; DIG 10%; PUB 10%	N/A	Private	1
188 210	<b>Las Vegas Color Graphics</b> , Las Vegas, NV	\$30.00	\$26.00	+15	Larry Scheffler	150	DM 52%; COM 35%; DIG 10%; SPEC 3% (Signage)	0 37 0	Private	1
188 185	<b>Thomson-Shore</b> , Dexter, MI	\$30.00	\$30.00	-	Myron Marsh	260	BKS 100%	2 20 0	Employee	1
191 149	<b>Smith Lithograph</b> , Rockville, MD	\$29.90	\$36.00	-17	Charles R. Smith	130	COM 43%; CAT 22%; DM 20%; FIN 15%	54 16 1	Private	1
192 208	<b>Berman Printing, A Touch Point Print Solutions Co.</b> , Cincinnati, OH	\$29.89	\$26.46	+13	Andrew L. Berman	149	COM 57%; DM 14%; PKG 11%; SPEC 8% (Fulfillment)	0 37 4	Private	1
193 186	<b>Great Lakes Integrated</b> , Cleveland, OH	\$29.50	\$29.80	-1	James R. Schultz	145	COM 60%; FIN 20%; SPEC 10% (Fulfillment); PREP 10%	5 15 13	Private	2
194 224	<b>Mossberg &amp; Co.</b> , South Bend, IN	\$29.39	\$24.30	+21	James W. Hillman	163	COM 53%; PKG 12%; CAT 10%; FIN 9%	0 36 13	Private	2
195 200	<b>HM Graphics</b> , Milwaukee, WI	\$29.30	\$27.15	+8	James Sandstrom	155	COM 100%	0 33 0	Private	1
196 189	<b>Sinclair Printing</b> , Los Angeles, CA	\$29.00	\$29.00	-	Robert J. Sinclair	142	COM 100%	21 15 0	Private	1
197 182	<b>Balmar Inc.</b> , Falls Church, VA	\$28.70	\$30.50	-6	Bruce A. Seger	280	BKS 23%; COM 20%; DIG 16%; PUB 10%	2 37 19	Private	2
198 197	<b>Creative Printing Services</b> , Des Plaines, IL	\$28.50	\$27.90	+2	Haves McNeal	140	PUB 30%; COM 20%; FIN 20%; DIR 10%	22 28 0	Private	2

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198 248	<b>Mercury Print Productions</b> , Rochester, NY	\$28.50	\$22.01	+29	John C. Place	205	COM 43%; BKS 37%; DIG 20%	0 24 10	Private	2
200 221	<b>EBSCO Media</b> , Birmingham, AL Div., EBSCO Industries, Birmingham, AL	\$28.40	\$24.70	+15	Landers Sevier IV	182	COM 85%; PUB 15%	0 52 0	Private	1
201 187	<b>Maggio Data Forms</b> , Hauppauge, NY	\$28.30	\$29.70	-5	Robert Maggio	162	BF 80%; DM 20%	17 0 0	Private	2
202 194	<b>Alcom Printing Group</b> , Harleysville, PA	\$28.20	\$28.00	+1	William Kuplen	150	DM 25%; COM 24%; CAT 15%; FIN 15%	14 19 5	Private	1
202 201	<b>Apperson Print Resources</b> , Cerritos, CA	\$28.20	\$27.10	+4	Robert P. Apperson	145	SPEC 45% (Fulfillment, data collection services, education answer sheets and OMR documents); BF 25%; COM 15%; DIG 10%	N/A	Private	3
204 184	<b>The EGT Group</b> , Madison Heights, MI	\$28.00	\$30.25	-7	Jonathan Strager	120	COM 35%; DM 15%; CAT 15%; PUB 10%	0 29 1	Private	1
204 210	<b>Huston-Patterson Corp.</b> , Decatur, IL	\$28.00	\$26.00	+8	Thomas W. Kowa	95	PKG 98%; SPEC 1% (Maps); BKS 1%	0 38 4	Private	2
206 205	<b>Grand River Printing &amp; Imaging</b> , Van Buren Twp., MI	\$27.85	\$26.75	+4	Ann Porster	97	INS 40%; COM 30%; PUB 25%; CAT 5%	24 0 0	Private	1
207 202	<b>Conley Printing</b> , Beaver Dam, WI Div., Conley Publishing Group, Beaver Dam, WI	\$27.62	\$27.05	+2	Paul Smith	150	PUB 84%; SPEC 10% (Retail reprints); CAT 5%; NEWS 1%	46 0 0	Private	1
208 198	<b>Label Technology</b> , Merced, CA	\$27.55	\$27.70	-1	John Bankson	102	PKG 100%	0 0 57	Employee	1
209 181	<b>Federal Direct</b> , Clifton, NJ	\$27.20	\$30.70	-11	James J. Trainor	200	DM 50%; BF 50%	54 3 0	Private	2
209 213	<b>Imagine Print Group</b> , Niles, IL	\$27.20	\$25.90	+5	Rick Baruch	165	COM 100%	0 36 0	Private	1
209 199	<b>Master Print</b> , Newington, VA	\$27.20	\$27.20	-	David A. Dickens	170	COM 70%; DIG 15%; PUB 15%	6 32 7	Private	1
212 225	<b>DS Graphics</b> , Lowell, MA	\$27.10	\$24.03	+13	Jeffrey Pallis	175	COM 25%; BKS 25%; DM 15%; CAT 15%	2 26 0	Private	1
213 178	<b>The Dot Printer</b> , Irvine, CA	\$26.80	\$31.50	-15	Bruce M. Carson	190	COM 50%; DM 15%; DIG 10%; CAT 10%	12 24 11	Private	4
214 209	<b>Hagadone Printing</b> , Honolulu, HI Div., The Hagadone Corp., Coeur D'Alene, ID	\$26.60	\$26.40	+1	Erwin Hudelist	153	PUB 55%; COM 29%; PKG 8%; DM 5%	5 14 1	Private	1
214 207	<b>VG Reed &amp; Sons</b> , Louisville, KY	\$26.60	\$26.50	-	Howard Reed	145	FIN 45%; DIR 30%; COM 15%; DIG 10%	22 8 5	Private	1
216 214	<b>Baesman Printing</b> , Hilliard, OH	\$26.50	\$25.80	+3	Richard F. Baesman	150	COM 45%; DM 40%; DIG 15%	0 25 6	Private	1
216 192	<b>Corporate Press</b> , Landover, MD	\$26.50	\$28.40	-7	Michael A. Marcian	191	COM 100%	6 42 12	Employee	4
216 191	<b>Peake/DeLancey Printers</b> , Cheverly, MD	\$26.50	\$28.50	-7	Merle DeLancey, Jay E. Rupard	132	COM 45%; DM 20%; DIG 10%; CAT 10%	6 34 5	Private	1
219 216	<b>CardPak Inc.</b> , Solon, OH	\$26.00	\$25.00	+4	J. Anthony Petrelli	125	PKG 100%	0 14 0	Private	1
220 240	<b>PrintingForLess.com</b> , Livingston, MT	\$25.80	\$23.00	+12	Andrew S. Field	194	DM 50%; COM 48%; CAT 2%	0 22 0	Private	1
221 238	<b>Tepel Brothers Printing</b> , Troy, MI	\$25.61	\$23.42	+9	James Tepel	114	COM 50%; INS 15%; DIG 10%; DM 10%	N/A	Private	1
222 225	<b>UniGraphic Inc.</b> , Woburn, MA	\$25.31	\$24.03	+5	Bob Quinlan	132	COM 45%; DM 20%; DIG 10%; PREP 10%	0 36 6	Private	1
223 215	<b>California Offset Printers</b> , Glendale, CA	\$25.30	\$25.30	-	William R. Rittwage	92	CAT 15%; COM 15%; DM 7%; PREP 5%	19 0 1	Private	1
224 238	<b>The Marek Group</b> , Waukesha, WI	\$25.24	\$23.42	+8	Fuzzy S. Marek	150	COM 55%; DM 20%; DIG 15%; SPEC 10% (Puzzles, games, P.O.P.)	0 25 12	Private	2
225 216	<b>Admiral Packaging</b> , Providence, RI	\$25.00	\$25.00	-	Harley A. Frank	90	PKG 75%; DM 25%	0 0 20	Private	1
225 203	<b>Cellotape Inc.</b> , Fremont, CA	\$25.00	\$27.00	-7	Peter Offermann	114	PKG 60%; SPEC 40% (Screen printing)	0 0 29	Private	1
225 222	<b>Fong Brothers Printing</b> , Brisbane, CA	\$25.00	\$24.50	+2	Tony D. Fong	173	DM 25%; DIG 20%; COM 20%; BKS 15%	10 25 0	Private	3

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225 216	<b>Freeport Press</b> , Freeport, OH	\$25.00	\$25.00	-	David G. Pilcher	160	PUB 50%; DM 20%; CAT 10%; COM 10%	24 0 0	Private	1
225 216	<b>J.B. Kenehan</b> , Waukesha, WI	\$25.00	\$25.00	-	Tom Majdloch	90	DM 20%; CAT 20%; COM 20%; PUB 10%	18 6 0	Private	1
225 210	<b>Kubin-Nicholson Corp.</b> , Milwaukee, WI	\$25.00	\$26.00	-4	Mike Rees	96	COM 55%; DIG 45%; SPEC 5% (Large-format, billboards)	0 6 8	Private	2
225 271	<b>SleeveCo Inc.</b> , Dawsonville, GA	\$25.00	\$20.00	+25	Martin Wilson	120	PKG 84%; PREP 10%; SPEC 5%; DIG 1%	0 0 45	Private	1
232 220	<b>Prestone Printing</b> , Long Island City, NY	\$24.65	\$24.79	-1	Robert Adler	100	INS 85%; PREP 15%	2 36 0	Private	1
233 240	<b>Democrat Printing &amp; Lithographing</b> , Little Rock, AR	\$24.50	\$23.00	+7	Bert Parke	180	PUB 75%; CAT 20%; COM 5%	24 3 0	Private	1
234 236	<b>Worth Higgins &amp; Assoc.</b> , Richmond, VA	\$24.20	\$23.70	+2	Rick LaReau	150	COM 100%	0 26 7	Employee	1
235 245	<b>American Printing</b> , Birmingham, AL	\$24.16	\$22.50	+7	Robert F. Stanford	170	DM 20%; CAT 20%; INS 20%; PUB 10%	30 30 5	Private	1
236 227	<b>48HourPrint.com</b> , Boston, MA	\$24.00	\$24.00	-	Ray Pinard	100	DM 25%; COM 25%; INS 25%; NEWS 15%	N/A	Private	2
236 235	<b>Bradford &amp; Bigelow</b> , Newburyport, MA	\$24.00	\$23.74	+1	John Galligan	110	BKS 100%	10 14 0	Private	1
236 227	<b>Copy Craft Printers</b> , Lubbock, TX	\$24.00	\$24.00	-	Danny Stockton	150	COM 80%; PUB 10%; DIG 5%; DM 5%	0 50 6	Private	2
236 227	<b>Finlay Printing</b> , Bloomfield, CT	\$24.00	\$24.00	-	Kevin D. Kalagher	90	SPEC 20% (CD-ROM production); COM 20%; DIG 10%; DM 10%	0 24 0	Private	1
236 227	<b>FLM Graphics</b> , Fairfield, NJ	\$24.00	\$24.00	-	Frank L. Misischia	91	COM 65%; DIG 20%; CAT 10%; DM 5%	0 18 32	Private	2
236 237	<b>Northwest WebTimes Litho</b> , Eugene, OR	\$24.00	\$23.50	+2	Mark N. Marth	105	CAT 60%; PUB 30%; COM 10%	14 0 0	Private	2
236 227	<b>Rex Three</b> , Sunrise, FL	\$24.00	\$24.00	-	Stephen H. Miller	170	PKG 25%; COM 20%; PREP 20%; INS 15%	0 31 0	Private	1
236 289	<b>Saltus Press</b> , Worcester, MA	\$24.00	\$19.06	+26	Karl Wohler	150	NEWS 30%; DM 20%; FIN 20%; DIG 10%	44 16 4	Private	1
236 245	<b>Smith Edwards Dunlap</b> , Philadelphia, PA	\$24.00	\$22.50	+7	Jonathan Shapiro	122	COM 75%; FIN 10%; PREP 10%; NEWS 5%	9 24 0	Private	1
245 270	<b>Prisma Graphic</b> , Phoenix, AZ	\$23.57	\$20.02	+18	Robert Anderson	130	COM 56%; DM 10%; CAT 10%; PUB 5%	7 30 4	Private	1
246 249	<b>Best Label</b> , Cerritos, CA	\$23.50	\$22.00	+7	Donald Ingle	145	PKG 97%; SPEC 3% (Distributor of labeling machines)	0 0 194	Private	2
246 261	<b>HBP Printing, Graphics &amp; Information Services</b> , Hagerstown, MD	\$23.50	\$21.00	+12	John W. Snyder	130	COM 70%; DIG 10%; DM 10%; FIN 10%	0 24 0	Private	1
248 223	<b>Foxfire Printing and Packaging</b> , Newark, DE	\$23.30	\$24.40	-5	John Ferretti	134	SPEC 39% (Mfg. programs, retail advertising); DIG 38%; COM 10%; PUB 8%	1 7 14	Private	2
249 233	<b>Boutwell Owens &amp; Co.</b> , Fitchburg, MA	\$23.00	\$23.90	-4	Ward W. McLaughlin	135	PKG 100%	0 24 0	Private	2
249 249	<b>Buchanan Visual Communications</b> , Dallas, TX	\$23.00	\$22.00	+5	David W. Johnson	140	COM 45%; DM 20%; INS 15%; DIG 10%	6 28 0	Private	1
249 271	<b>One Source Visual Marketing Solutions</b> , New York, NY	\$23.00	\$20.00	+15	Andrew Eisberg	130	COM 60%; DIG 30%; SPEC 10% (Large-format, design)	0 10 0	Private	1
252 284	<b>National Mail Graphics</b> , Exton, PA	\$22.70	\$19.30	+18	John B. Sikorski	75	DM 50%; COM 30%; SPEC 20% (Envelopes)	20 16 0	Private	1
253 282	<b>Harding Poorman Group</b> , Indianapolis, IN	\$22.63	\$19.67	+15	David Harding	129	COM 70%; DM 15%; SPEC 5% (Signage); PUB 5%	0 21 0	Private	1
254 243	<b>Kappa Graphics</b> , Fort Washington, PA	\$22.60	\$22.80	-1	Nicholas G. Karabots	190	PUB 100%	30 8 0	Private	1
254 259	<b>The P.A. Hutchison Co.</b> , Mayfield, PA	\$22.60	\$21.30	+6	Chris Hutchison	140	BKS 95%; COM 5%	14 11 2	Private	1
254 249	<b>Repacorp Label Products</b> , Tipp City, OH	\$22.60	\$22.00	+3	Rick M. Heint	111	PKG 92%; SPEC 8% (Wide-format)	0 5 72	Private	4
257 249	<b>Cedar Graphics</b> , Hiawatha, IA	\$22.50	\$22.00	+2	Hassan Igram	135	DM 30%; COM 20%; DIG 15%; PKG 15%	0 36 0	Private	1

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# THE PRINTING IMPRESSIONS 400

Ranking '08 '07	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Press Units: Web Offset, Sheetfed, Other	Ownership	Plants
257 245	<b>Garlich Printing</b> , St. Louis, MO	\$22.50	\$22.50	-	Brad Garlich, Greg Garlich, Don Hockenbury	100	COM 100%	0 27 1	Private	1
259 271	<b>J&amp;A Printing</b> , Hiawatha, IA	\$22.23	\$20.00	+11	Scott Cadwallader	130	COM 65%; DM 30%; DIG 5%	0 24 0	Private	1
260 240	<b>Courier Graphics</b> , Phoenix, AZ	\$22.00	\$23.00	-4	Pamela J. Carritt	75	COM 100%	10 5 0	Private	2
260 249	<b>Greystone Graphics</b> , Kansas City, KS Sub., Coleridge Fine Arts, Dublin, Ireland	\$22.00	\$22.00	-	Eugene Reynolds	80	COM 25%; DM 20%; CAT 20%; INS 20%	14 18 0	Private	1
260 260	<b>Knepper Press</b> , Clinton, PA	\$22.00	\$21.10	+4	William J. Knepper	115	COM 20%; DM 15%; CAT 15%; BKS 15%	22 23 0	Private	1
260 249	<b>Kohler Print Group</b> , St. Louis, MO	\$22.00	\$22.00	-	Kevin C. Kohler	90	SPEC 30% (P.O.S.); COM 20%; BKS 15%; DIG 10%	0 22 12	Private	1
260 249	<b>Service Communications &amp; Solutions</b> , Chicago, IL	\$22.00	\$22.00	-	John Hamilton	85	COM 100%	11 12 12	Private	1
260 249	<b>Spectra Print</b> , Stevens Point, WI	\$22.00	\$22.00	-	Eric Hofmeister	135	COM 100%	6 19 2	Private	1
260 266	<b>TPC Printing &amp; Packaging</b> , Chattanooga, TN	\$22.00	\$20.50	+7	Joseph Schmissrauter III	180	PKG 90%; PREP 10%	0 16 0	Private	1
260 227	<b>Victor Graphics</b> , Baltimore, MD	\$22.00	\$24.00	-8	Thomas H. Hicks	145	BKS 80%; CAT 10%; DIR 10%	4 8 0	Private	1
268 286	<b>Walton Press</b> , Monroe, GA	\$21.90	\$19.20	+14	Paul D. Hynson	130	PUB 100%	30 0 0	Private	1
269 234	<b>GSI Technologies</b> , Burr Ridge, IL	\$21.80	\$23.80	-8	Suzanne M. Zaccone	92	PKG 80%; SPEC 20% (Printed circuitry, RFID)	0 0 13	Private	1
270 264	<b>Toof Commercial Printing</b> , Memphis, TN Div., McFadden Communications, Memphis, TN	\$21.64	\$20.80	+4	Stillman McFadden	115	COM 70%; CAT 15%; DM 10%; BKS 5%	10 25 0	Private	2
271 249	<b>Southern California Graphics</b> , Culver City, CA	\$21.60	\$22.00	-2	Tim Toomey	87	COM 48%; PREP 46%; DIG 6%	0 17 1	Private	1
272 264	<b>J.S. McCarthy Printers</b> , Augusta, ME	\$21.50	\$20.80	+3	Richard Tardiff	129	COM 80%; PREP 10%; INS 10%	0 22 0	Private	1
273 283	<b>ABS Graphics</b> , Addison, IL	\$21.30	\$19.45	+10	Kenneth Vander Veen	115	COM 80%; DM 8%; SPEC 7% (Fulfillment); DIG 5%	0 21 0	Private	1
274 261	<b>Blanks Printing &amp; Imaging</b> , Dallas, TX	\$21.00	\$21.00	-	Leron Blanks	110	COM 95%; PREP 5%	0 24 0	Private	1
274 287	<b>The Ovid Bell Press</b> , Fulton, MO	\$21.00	\$19.19	+9	John O. Bell	140	PUB 95%; DIR 2%; BKS 2%; COM 1%	13 13 0	Private	1
274 271	<b>Performance Cos.</b> , Dallas, TX	\$21.00	\$20.00	+5	John T. White	160	SPEC 70% (Displays, lenticular, transaction cards); COM 25%; DIG 5%	0 40 0	Private	2
274 271	<b>Printwest Communications</b> , Regina, Saskatchewan, Canada	\$21.00	\$20.00	+5	Grant Gayton	145	PUB 30%; COM 15%; DM 10%; NEWS 10%	19 15 3	Private	3
274 261	<b>Think Patented</b> , Dayton, OH	\$21.00	\$21.00	-	Ken McNeerney	100	COM 52%; DM 15%; PUB 8%; PKG 8%	0 34 13	Private	2
274 315	<b>Velocity Print Solutions</b> , Middlebury, CT	\$21.00	\$16.00	+31	James M. Styles	156	DIG 25%; COM 22%; CAT 20%; SPEC 10% (Fulfillment)	0 34 0	Private	3
280 268	<b>Omaha Print</b> , Omaha, NE	\$20.97	\$20.30	+3	Steven D. Hayes	100	DM 60%; COM 40%	15 15 0	Private	1
281 269	<b>Action Printing</b> , Fond du Lac, WI Div., Gannett Co., McLean, VA	\$20.88	\$20.21	+3	Gregg Davies	129	SPEC 24% (Manuals, fulfillment); CAT 20%; PUB 14%; NEWS 14%	14 13 0	Public	1
282 292	<b>Panaprint Inc.</b> , Macon, GA	\$20.87	\$18.56	+12	Wanzie Collins	108	PUB 75%; COM 15%; DM 5%; CAT 5%	N/A	Private	1
283 300	<b>Innovation Printing &amp; Communications</b> , Philadelphia, PA	\$20.80	\$17.82	+17	Jeff Jones	98	COM 75%; DIG 10%; DM 8%; FIN 5%	0 25 4	Private	1
284 266	<b>Fisher Group</b> , Hiawatha, IA	\$20.75	\$20.50	+1	Martin C. Fisher	150	DM 62%; CAT 18%; COM 10%; INS 10%	14 0 0	Private	1
285 285	<b>Amidon Graphics</b> , St. Paul, MN	\$20.59	\$19.27	+7	Karen J. Amidon	100	DM 80%; SPEC 20% (Order blank envelopes)	49 0 0	Private	1

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Ranking '08 '07	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Press Units: Web Offset, Sheetfed, Other	Ownership	Plants
286 304	<b>ROI Printing Cos.</b> , Baltimore, MD	\$20.50	\$17.40	+18	John Timothy Roberts	80	PKG 75%; DM 25%	0 0 63	Private	2
287 299	<b>The Offset House</b> , Essex, VT	\$20.10	\$17.90	+12	John McGrath	107	DM 50%; COM 30%; CAT 15%; DIG 5%	10 13 0	Private	1
288 271	<b>Candid Litho Printing</b> , Long Island City, NY	\$20.00	\$20.00	-	Howard Weinstein	115	COM 50%; DM 20%; INS 20%; FIN 10%	0 31 0	Private	1
288 288	<b>Daily Printing</b> , Plymouth, MN	\$20.00	\$19.10	+5	R. Peter Jacobson	110	COM 80%; DIG 20%	0 26 3	Employee	1
288 203	<b>Global Group</b> , Fort Worth, TX	\$20.00	\$27.00	-26	Jim Wolf	135	COM 61%; PKG 19%; DIG 13%; BKS 5%	4 30 0	Employee	1
288 293	<b>Johnson &amp; Quin</b> , Niles, IL	\$20.00	\$18.50	+8	David R. Henkel	110	DM 70%; BF 20%; INS 10%	N/A	Private	1
288 306	<b>ProGraphics Communications</b> , Atlanta, GA	\$20.00	\$17.00	+18	John R. Pope	93	COM 45%; DM 18%; PUB 10%; BKS 9%	0 4 8	Private	1
293 332	<b>Edison Litho &amp; Printing</b> , North Bergen, NJ	\$19.71	\$15.10	+31	George Gross	82	SPEC 55% (P.O.P.); PKG 25%; CAT 10%; PUB 5%	8 26 0	Private	1
294 293	<b>Cockrell Printing</b> , Ft. Worth, TX	\$19.50	\$18.50	+5	John K. Cockrell	92	COM 80%; DM 10%; DIG 5%; BF 5%	10 26 0	Private	1
294 293	<b>Philipp Lithographing</b> , Grafton, WI	\$19.50	\$18.50	+5	Peter S. Buening	55	PKG 100%	0 18 0	Private	1
294 305	<b>Printing Arts</b> , Brooklyn Park, MN	\$19.50	\$17.20	+13	Jerry Shapiro, Rick Hansen	112	DM 40%; COM 40%; PUB 15%; DIG 5%	0 26 0	Private	1
297 258	<b>Astoria Graphics</b> , New York, NY	\$19.40	\$21.60	-10	Ronald Koff, Mitchell Koff	90	DIG 60%; COM 20%; DM 10%; SPEC 5% (Large-format, political)	0 29 12	Private	2
298 281	<b>Data Reproductions</b> , Auburn Hills, MI	\$19.34	\$19.70	-2	Dennis Kavanagh	90	BKS 100%	4 13 3	Private	1
299 351	<b>Branch Smith Printing</b> , Fort Worth, TX	\$19.30	\$13.75	+40	David Branch	100	PUB 50%; BKS 30%; CAT 20%	2 26 0	Private	1
299 244	<b>Grafika Commercial Printing</b> , Sinking Spring, PA	\$19.30	\$22.66	-15	Bernard J. Elzer Jr.	115	SPEC 40% (Tags, labels); PKG 30%; DIG 20%; COM 10%	20 14 0	Private	1
299 302	<b>Midland Information Resources</b> , Davenport, IA	\$19.30	\$17.70	+9	Gene M. Blanc	164	DIG 90%; SPEC 10%	0 0 12	Private	1
302 315	<b>BookMasters Inc.</b> , Ashland, OH	\$19.00	\$16.00	+19	David Wurster	240	BKS 100%	1 19 0	Private	1
303 280	<b>Robin Enterprises</b> , Westerville, OH	\$18.87	\$19.83	-5	Robin Hance	130	COM 100%	0 40 5	Private	1
304 278	<b>Cohber Press</b> , Rochester, NY	\$18.32	\$19.84	-8	Eric C. Webber	114	COM 53%; DIG 19%; DM 14%; CAT 4%	0 38 5	Private	1
305 271	<b>Central States Business Forms</b> , Dewey, OK Div., Adams Investment, Bartlesville, OK	\$18.00	\$20.00	-10	Kenneth G. Adams	139	BF 99%; SPEC 1%	81 2 4	Private	2
305 297	<b>Turso Cos.</b> , St. Paul, MN	\$18.00	\$18.00	-	Bruce Rankin	85	PKG 45%; SPEC 25% (InfoPac, expanded content labels); INS 15%; DIG 10%	0 29 90	Private	2
307 278	<b>Chromatic Lithographers</b> , Glendale, CA	\$17.98	\$19.84	-9	Richard Sevigny	85	COM 50%; PKG 30%; SPEC 10%; DM 5%	0 26 0	Private	2
308 314	<b>Data Papers</b> , Muncy, PA	\$17.64	\$16.16	+9	Jerry Wertz	97	BF 40%; DM 15%; DIG 10%; COM 10%	44 0 15	Private	1
309 291	<b>EP Graphics</b> , Berne, IN Div., Dynamic Resource Group, Berne, IN	\$17.60	\$18.60	-5	Tyler N. Kitt	102	PUB 47%; CAT 47%; SPEC 3% (Fulfillment); BKS 3%	18 0 0	Private	1
310 297	<b>Carter Printing</b> , Richmond, VA	\$17.50	\$18.00	-3	Wayne R. Carter	120	PUB 20%; PKG 20%; CAT 15%; BKS 15%	0 23 0	Private	1
310 311	<b>Dual Graphics</b> , Brea, CA	\$17.50	\$16.40	+7	James Joyce	104	DM 20%; CAT 20%; COM 20%; DIG 10%	0 20 1	Private	1
310 301	<b>Hopkins Printing</b> , Columbus, OH	\$17.50	\$17.80	-2	James F. Hopkins	118	COM 54%; DM 21%; PUB 15%; CAT 10%	0 30 4	Employee	1
313 321	<b>Integrated Book Technology</b> , Troy, NY	\$17.40	\$15.80	+10	John R. Paeglow	145	BKS 100%	0 0 14	Private	1

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314 290	<b>Trumbull Printing</b> , Trumbull, CT Sub., Hersam Acorn Newspapers, Ridgefield, CT	\$17.34	\$18.92	-8	Gustave C. Semon	120	NEWS 50%; PUB 20%; COM 10%; DIR 10%	69 0 0	Private	1
315 333	<b>John S. Swift</b> , Buffalo Grove, IL	\$17.00	\$15.00	+13	Michael H. Ford	140	COM 35%; DIR 25%; NEWS 20%; CAT 10%	20 16 0	Private	4
315 306	<b>Riegel Printing</b> , Ewing, NJ	\$17.00	\$17.00	-	Kathleen Atkins	75	COM 35%; CAT 25%; DM 10%; PUB 10%	0 24 0	Private	1
317 325	<b>Datatel Resources</b> , Monaca, PA	\$16.50	\$15.50	+6	Allen J. Simon	62	SPEC 50% (Custom jumbo rolls); BF 50%	42 0 0	Private	1
318 296	<b>Franklin Communications</b> , Miami, FL	\$16.45	\$18.10	-9	Peter J. Dunne	120	COM 38%; CAT 16%; DIG 10%; DM 10%	12 20 8	Private	1
319 326	<b>IBSDirect</b> , King of Prussia, PA	\$16.20	\$15.41	+5	George H. Schnyder	65	DM 90%; BF 10%	63 0 0	Private	1
320 363	<b>A&amp;M Label</b> , Wixom, MI	\$16.10	\$12.80	+26	Don Kirkland	75	PKG 88%; DIG 10%; PREP 2%	0 0 50	Private	2
320 357	<b>Best Press</b> , Addison, TX	\$16.10	\$13.05	+23	Wendy Kalisher	69	COM 91%; DIG 6%; DM 3%	0 22 0	Private	1
320 309	<b>The Harty Press</b> , New Haven, CT	\$16.10	\$16.69	-4	George R. Platt	85	DM 35%; COM 35%; INS 20%; CAT 5%	0 25 0	Private	1
323 320	<b>Ussery Printing</b> , Irving, TX	\$16.03	\$15.90	+1	Fran Ussery	85	COM 60%; DIG 10%; DM 10%; PREP 10%	N/A	Private	1
324 310	<b>Canfield &amp; Tack</b> , Rochester, NY	\$16.00	\$16.48	-3	Daniel J. Mahany	100	COM 69%; DM 11%; CAT 9%; DIG 7%	0 29 0	Employee	1
324 315	<b>Colorado Printing</b> , Grand Junction, CO	\$16.00	\$16.00	-	Michael Antonucci	115	CAT 40%; DM 30%; COM 20%; DIG 10%	0 28 0	Private	1
324 340	<b>Graphic Printing Services</b> , Greensboro, NC	\$16.00	\$14.45	+11	Bryan Hall	80	COM 50%; PKG 50%	0 26 35	Private	1
324 313	<b>O'Neil Printing</b> , Phoenix, AZ	\$16.00	\$16.20	-1	Anthony Narducci	88	COM 35%; PUB 20%; BKS 20%; DM 15%	0 20 5	Employee	1
324 333	<b>Todd Allan Printing</b> , Beltsville, MD	\$16.00	\$15.00	+7	Allan Kullen	103	COM 86%; DIG 14%	0 18 0	Private	1
324 315	<b>Tucker Castleberry</b> , Atlanta, GA	\$16.00	\$16.00	-	Tuck Tucker	95	COM 80%; DM 10%; PUB 10%	0 20 0	Private	2
330 324	<b>Whitmore Group</b> , Annapolis, MD	\$15.97	\$15.60	+2	George Shenk	108	DM 30%; COM 30%; DIG 10%; PUB 10%	0 25 0	Private	3
331 339	<b>Direct Impressions</b> , Richmond, VA	\$15.82	\$14.47	+9	Mark Smith	75	DM 95%; INS 5%	32 0 0	Private	1
332 323	<b>United Graphics</b> , Mattoon, IL	\$15.80	\$15.70	+1	Stan Freeman	116	BKS 100%	0 22 0	Private	1
333 303	<b>The YGS Group</b> , York, PA	\$15.62	\$17.47	-11	Jim Kell Jr.	189	PUB 40%; CAT 20%; DM 15%; COM 15%	N/A	Private	4
334 346	<b>Covenant Graphics</b> , Jefferson City, MO	\$15.60	\$14.19	+10	J. Moore, D. Moore D. Porter, G. Meeker	130	PUB 50%; COM 30%; DM 10%; DIG 5%	0 38 9	Private	2
334 338	<b>Nowata Printing</b> , Springfield, MO	\$15.60	\$14.50	+8	Charles Heidelberg	125	INS 50%; NEWS 25%; CAT 10%; PUB 5%	8 0 0	Private	2
336 330	<b>Boyd Brothers</b> , Panama City, FL	\$15.40	\$15.15	+2	James A. Boyd Jr.	115	PUB 50%; COM 50%	4 24 3	Private	1
337 327	<b>Neyenesch Printers</b> , San Diego, CA	\$15.39	\$15.30	+1	Cliff Neyenesch, Carol A. Bentley	75	COM 100%	0 23 2	Private	1
338 363	<b>Solo Printing</b> , Miami, FL	\$15.30	\$12.80	+20	Manuel Hernandez	80	BKS 40%; DM 20%; CAT 20%; PUB 10%	6 16 0	Private	1
339 331	<b>McCormick-Armstrong Co.</b> , Wichita, KS	\$15.25	\$15.11	+1	Jacob W. Shaffer	89	COM 63%; CAT 10%; INS 8%; DM 7%	10 8 0	Private	2
340 347	<b>Econoprint</b> , Verona, WI	\$15.19	\$14.09	+8	David Roloff	106	COM 41%; DIG 20%; DM 15%; FIN 5%	0 27 11	Private	1
341 329	<b>MidAtlantic Printers</b> , Altavista, VA	\$15.18	\$15.23	-	Charles Edwards	103	COM 45%; PUB 30%; CAT 25%	0 20 1	Private	1
342 341	<b>Impress Communications</b> , Chatsworth, CA	\$15.10	\$14.40	+5	Paul Marino	75	COM 40%; CAT 20%; PKG 20%; DM 10%	0 23 0	Private	1
343 359	<b>Etheridge Printing</b> , Dallas, TX	\$15.00	\$13.00	+15	Howard Etheridge	85	COM 75%; DM 10%; INS 10%; DIG 5%	N/A	Private	1
343 353	<b>Professional Printers</b> , W. Columbia, SC	\$15.00	\$13.50	+11	Jimmy Kohn	95	COM 55%; CAT 20%; DM 15%; DIG 10%	0 20 1	Private	1
345 337	<b>Modern Int'l Graphics</b> , Eastlake, OH	\$14.75	\$14.60	+1	David Margiotta	92	COM 55%; PUB 10%; CAT 10%; FIN 10%	0 22 1	Private	1

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346 315	<b>Jacob North Printing</b> , Lincoln, NE Sub., Calico Inc., Lincoln, NE	\$14.50	\$16.00	-9	Charles Calhoun	97	COM 47%; PUB 15%; CAT 15%; DM 10%	16 18 8	Private	1
346 322	<b>The Merrick Printing Co.</b> , Louisville, KY Div., Merrick Industries, Louisville, KY	\$14.50	\$15.75	-8	M. David Merrick	113	COM 60%; CAT 20%; PUB 10%; INS 10%	4 12 8	Private	1
346 328	<b>The R.L. Bryan Co.</b> , Columbia, SC	\$14.50	\$15.27	-5	Chris Christiansen	100	COM 50%; PUB 46%; FIN 4%	6 14 0	Private	1
346 348	<b>Techprint Inc.</b> , Lawrence, MA	\$14.50	\$14.00	+4	Paul J. Durant	100	PKG 85%; DIG 5%; COM 5%; INS 5%	8 20 10	Private	1
350 352	<b>Bay State Envelope</b> , Mansfield, MA	\$14.49	\$13.54	+7	Russell E. Frizzell	32	PKG 95%; DIG 5%	0 0 9	Private	1
351 349	<b>Heritage Solutions</b> , El Reno, OK	\$14.40	\$13.86	+4	David Delana	92	COM 40%; DIG 15%; DM 15%; BKS 15%	N/A	Private	1
352 350	<b>Vision Graphics</b> , Loveland, CO	\$14.36	\$13.80	+4	Mark Steputis	76	CAT 30%; COM 30%; DIG 10%; DM 10%	0 20 0	Private	1
353 336	<b>California Lithographers</b> , Concord, CA	\$14.30	\$14.90	-4	Mardjan Taheri	100	COM 70%; DM 30%	0 28 0	Private	1
354 312	<b>SouthWestern Color Graphics</b> , Keene, TX	\$14.10	\$16.30	-13	Larry Garrett	68	DM 60%; COM 20%; DIG 10%; CAT 10%	0 22 1	Private	1
354 345	<b>Westamerica Graphics</b> , Foothill Ranch, CA	\$14.10	\$14.20	-1	Doug Grant	63	COM 60%; DM 30%; CAT 10%	0 20 0	Private	1
356 341	<b>Tapecon Inc.</b> , Buffalo, NY	\$13.95	\$14.40	-3	Alan K. Davis	117	PKG 83%; SPEC 17% (Membrane keypads)	0 0 52	Private	2
357 358	<b>Interprint Web &amp; Sheet Fed</b> , Clearwater, FL Sub., Morten Enterprises, Clearwater, FL	\$13.84	\$13.03	+6	James E. Morten	75	PUB 50%; CAT 20%; DM 10%; DIR 10%	12 9 0	Private	3
358 343	<b>The Irwin-Hodson Co.</b> , Portland, OR	\$13.82	\$14.29	-3	T.J. McDonald	76	COM 60%; CAT 20%; DIG 15%; PUB 5%	0 18 3	Private	1
359 361	<b>Belk Printing Technologies</b> , Pineville, NC	\$13.78	\$12.90	+7	Lee Ellen Turnbull	78	COM 60%; DM 13%; PKG 10%; DIG 5%	0 16 0	Private	1
360 382	<b>The Imaging Bureau</b> , Fort Worth, TX	\$13.70	\$11.40	+20	Brian Walden	95	COM 60%; PUB 40%	9 16 6	Private	1
361 344	<b>Printgraphics Inc.</b> , Vandalia, OH	\$13.59	\$14.26	-5	Paul Curry	91	BF 50%; DM 40%; INS 10%	62 0 0	Private	2
362 367	<b>Harmony Printing &amp; Development</b> , Liberty, MO	\$13.40	\$12.70	+6	Larry G. Wilson	82	INS 31%; PUB 30%; COM 23%; CAT 15%	13 0 1	Private	1
363 353	<b>Maracle Press</b> , Oshawa, Ontario, Canada	\$13.30	\$13.50	-1	Bruce Fenton	74	COM 70%; BKS 30%	12 10 0	Private	1
364 368	<b>Kay Printing</b> , Clifton, NJ	\$13.18	\$12.50	+5	Richard Kirschenbaum	64	COM 80%; BF 10%; SPEC 5%; INS 5%	0 22 6	Private	1
365 379	<b>Beechmont Press</b> , Louisville, KY	\$13.10	\$11.60	+13	Dennis D. Watkins	103	PUB 55%; COM 30%; DM 5%; CAT 5%	10 30 0	Private	1
365 380	<b>La Crosse Graphics</b> , La Crosse, WI	\$13.10	\$11.50	+14	Tim Morgan	84	COM 100%	6 25 2	Private	1
365 353	<b>Metropolitan Fine Printers</b> , Vancouver, British Columbia, Canada Div., Kallas Holding, Vancouver, Canada	\$13.10	\$13.50	-3	George Kallas	70	INS 30%; FIN 20%; DM 15%; CAT 10%	0 20 0	Private	1
368 -	<b>ArborOakland Group</b> , Royal Oak, MI	\$13.00	-	-	James Russell	72	DM 30%; COM 30%; DIG 15%; PUB 15%	12 16 4	Private	1
368 333	<b>Classic Printers</b> , Houston, TX	\$13.00	\$15.00	-13	Sandy Haas	98	COM 30%; CAT 25%; PUB 15%; BKS 10%	0 27 0	Private	1
370 391	<b>Metzgers Printing + Mailing</b> , Toledo, OH	\$12.97	\$10.66	+22	Joe Metzger, Tom Metzger	85	COM 60%; DIG 20%; DM 20%	0 16 2	Private	1
371 363	<b>Integrity Graphics</b> , Windsor, CT	\$12.85	\$12.80	-	Joseph E. La Valla	80	COM 58%; PREP 20%; DIG 12%; DM 10%	0 15 0	Private	1
372 362	<b>Delzer Lithograph</b> , Waukesha, WI	\$12.65	\$12.85	-2	Eric Delzer	89	COM 50%; DIG 30%; SPEC 20% (Fulfillment)	5 14 0	Private	1
373 370	<b>Edwards Graphic Arts</b> , Des Moines, IA	\$12.64	\$12.20	+4	James Edwards III	85	COM 70%; DM 20%; PKG 5%; FIN 5%	0 18 2	Private	2
374 393	<b>Kelmescott Communications</b> , Aurora, IL	\$12.50	\$10.53	+19	Scott Voris	64	COM 50%; DM 35%; DIG 15%	0 8 0	Private	2
375 383	<b>Print NW</b> , Tacoma, WA	\$12.34	\$11.00	+12	Jeffery Beardemphl	64	COM 80%; DIG 12%; SPEC 8% (Wide-format)	0 16 0	Employee	1

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# THE PRINTING IMPRESSIONS 400

Ranking '08 '07	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Press Units: Web Offset, Sheetfed, Other	Ownership	Plants
376 380	<b>Stylecraft Printing</b> , Canton, MI	\$12.30	\$11.50	+7	Richard A. Pesci	77	BF 72%; COM 23%; PKG 5%	32 14 0	Private	3
377 375	<b>LVI</b> , Worcester, MA	\$12.20	\$11.80	+3	Christopher D. Wells	95	COM 77%; DM 5%; PUB 5%; CAT 5%	0 20 16	Private	1
378 394	<b>Rhino Print Solutions</b> , Richmond, British Columbia, Canada	\$12.01	\$10.50	+14	David Allan	70	COM 40%; CAT 20%; INS 20%; PUB 10%	0 31 0	Private	2
379 363	<b>Johnson Printing</b> , Boulder, CO Div., Johnson Publishing, Boulder, CO	\$12.00	\$12.80	-6	Kevin Wright	68	PUB 50%; CAT 20%; COM 20%; DIR 5%	8 10 0	Private	1
379 -	<b>Next Generation Printing</b> , Canton, MA	\$12.00	\$10.00	+20	John Rothstein	85	DM 40%; BKS 25%; COM 15%; CAT 10%	0 8 8	Private	1
379 377	<b>Paravista Inc.</b> , Piscataway, NJ	\$12.00	\$11.70	+3	Michael Spallucci	26	DIG 25%; COM 20%; DM 15%; PKG 15%	0 13 8	Private	1
382 373	<b>Western Graphics</b> , St. Paul, MN	\$11.95	\$11.85	+1	Tim Keran	75	COM 60%; DIG 35%; DM 5%	0 18 13	Private	1
383 378	<b>Associates Graphic Services</b> , Wilmington, DE	\$11.76	\$11.68	+1	Charles L. Copeland	68	COM 32%; INS 30%; DM 20%; BKS 18%	0 16 6	Private	2
384 356	<b>B&amp;W Press</b> , Georgetown, MA	\$11.70	\$13.30	-12	Paul J. Beegan	85	SPEC 55% (Insert components, statement stuffers, package inserts); DM 40%; PREP 5%	44 0 0	Private	1
385 -	<b>Vox Printing</b> , Oklahoma City, OK	\$11.57	\$9.77	+18	LaVerna Reid	50	COM 72%; DIG 18%; INS 6%; DM 2%	28 1 5	Private	1
386 306	<b>MWM Dexter</b> , Aurora, MO	\$11.50	\$17.00	-32	Chris Dale	140	COM 50%; DM 30%; CAT 15%; PUB 5%	0 20 0	Private	1
387 375	<b>Gintzler Graphics</b> , Buffalo, NY	\$11.40	\$11.80	-3	Franklin J. Nice	56	PKG 100%	0 0 62	Private	1
388 -	<b>Indexx Inc.</b> , Greenville, SC	\$11.23	\$9.40	+19	Jordan Finn	87	DM 25%; CAT 15%; INS 15%; COM 12%	0 18 0	Private	1
389 359	<b>Acme Printing</b> , Des Moines, IA	\$11.00	\$13.00	-15	Jerry J. Miller	80	COM 54%; DM 15%; DIG 10%; FIN 10%	0 28 3	Private	1
389 368	<b>Grand Rapids Label</b> , Grand Rapids, MI	\$11.00	\$12.50	-12	William M. Muir	60	PKG 100%	0 0 13	Private	2
389 371	<b>Graphix Products</b> , West Chicago, IL	\$11.00	\$12.00	-8	Henry Tews Jr.	75	COM 80%; SPEC 10% (CD-ROM, CDR); PKG 7%; DIG 3%	0 24 12	Private	1
389 -	<b>HighRoad Press</b> , New York, NY	\$11.00	\$9.90	+11	Hallie Satz	48	DM 30%; SPEC 15%; PUB 15%; CAT 15%	0 12 0	Private	1
389 383	<b>Shelton-Turnbull</b> , Eugene, OR	\$11.00	\$11.00	-	Barry Miller	93	COM 50%; BF 25%; DIG 10%; DM 10%	5 10 10	Employee	1
394 374	<b>Ambrose Printing</b> , Nashville, TN	\$10.92	\$11.83	-8	John L. Ambrose III	83	COM 30%; DIR 20%; PUB 10%; CAT 10%	8 19 0	Private	1
395 389	<b>K&amp;D Graphics, Printing and Packaging</b> , Orange, CA	\$10.91	\$10.80	+1	Don Chew	54	COM 43%; PKG 31%; DM 7%; CAT 7%	4 25 0	Private	1
396 387	<b>Hagg Press</b> , Elgin, IL	\$10.83	\$10.88	-	Kern W. Hagg Jr.	75	BKS 40%; COM 25%; DIG 8%; PKG 6%	10 31 2	Private	1
397 389	<b>Printing Technologies</b> , Salt Lake City, UT	\$10.50	\$10.80	-3	LaMar C. Hatch	70	COM 90%; DM 8%; PKG 2%	0 27 6	Private	1
397 371	<b>Rose Printing</b> , Tallahassee, FL	\$10.50	\$12.00	-13	Charles Rosenberg	72	BKS 60%; PUB 30%; CAT 5%; COM 5%	13 9 0	Private	1
399 392	<b>Crossmark Graphics</b> , New Berlin, WI	\$10.45	\$10.63	-2	James Dobrzynski Sr.	50	COM 100%	0 17 0	Private	1
400 -	<b>Rider Dickerson</b> , Bellwood, IL	\$10.40	\$10.10	+3	William Barta	55	COM 80%; PREP 20%	0 20 0	Private	1

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## NOT LISTED?

Should your company have appeared on this ranking? If so, we want to know for next year's listing. Write to: PRINTING IMPRESSIONS, Attn: Special Projects Editor, 1500 Spring Garden St., 12th Floor, Philadelphia, PA 19130.

The 2008 PRINTING IMPRESSIONS 400 ranking was compiled and edited by Julie Greenbaum, Associate Editor.