

TOP 100 MANUFACTURERS

Rank	Company	Sales \$(000)	Principal Officers	Employees	Locations
1	Ennis* Midlothian, Texas	610,610	Keith Walters, Chairman, President, CEO	6,256	48
2	Dynamic Print Group** Menasha, Wis.	230,500	Steve McGrath, Vice President	1,100	9
3	Champion Industries Huntington, W. Va.	145,600	Marshall Reynolds, CEO	918	21
4	Western States Envelope & Label Butler, Wis.	118,400	Mark S. Lemberger, President	750	5
5	Printegra Peachtree City, Ga.	79,667	Robert Saunders, Senior Vice President, Sales and Marketing	670	9
6	Paris Business Products Westampton, N.J.	79,000	Gerry Toscani, CEO	92	4
7	Discount Labels New Albany, Ind.	78,191	Pat Evans, Vice President	540	1
8	TST/Impreso Coppell, Texas	72,427	Marshall Sorokwasz, CEO	141	5
9	Wise Business Forms Alpharetta, Ga.	65,000	Bill Prettyman, President, CEO	500	6
10	PrintXcel Fairhope, Ala.	63,717	Joe Cortes, Executive Vice President; Jeff Trump, Vice President of Operations	352	4
11	PRINTSouth Atlanta	62,600	Rick Martin, Vice President; Patty Kuykendall, CFO	240	5
12	4over Glendale, Calif.	59,300	Zarik Megerdichian, CEO	295	6
13	Spiral Binding Company/ James Burn Totowa, N.J.	50,000	Robert Roth, President	275	7
13	Wright Enterprises Portland, Ore.	50,000	Jim Wright, CEO	n/a	n/a
15	RiteMade Paper Converters Kansas City, Mo.	49,778	Stephen K. Schwartz, CEO	107	3
16	Gill Studios Shawnee Mission, Kan.	49,000	Mark S. Gilman, Chairman of the Board	450	1
17	Arthur Blank & Company Boston (Parent Company: American Banknote, Fort Lee, N.J.)	48,000	Stuart Blank, President	300	2

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17	Creative Automation Hillside, Ill.	48,000	Pethinaidu Veluchamy, Chairman of the Board, CEO	270	1
19	General Data Company Cincinnati	45,000	Peter M. Wenzel, President, CEO	105	1
20	Diversified Labeling Solutions Itasca, Ill.	44,800	Bob Hakman, President	165	3
21	Label Art Wilton, N.H.	43,236	Mike Vejar, Vice President	266	3
22	Wisco Envelope Tullahoma, Tenn.	39,830	Cory Blatz, General Manager	261	1
23	Consolidated Label Co. Longwood, Fla.	35,000	Joel Carmany, President	140	1
24	Data-Label Terre Haute, Ind.	34,900	George Snyder, President	138	6

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Rank	Company	Sales \$(000)	Principal Officers	Employees	Locations
25	Sovereign Business Forms Houston	34,884	Donald D. Patteson, Jr., CEO	260	6
26	The Flesh Company St. Louis	33,200	Roy V. Flesh II, CEO	222	4
27	Kay Toledo Tag/ SSP Printed Systems Toledo, Ohio	32,000	Thomas Kay, President	250	2
28	Lancer Label Omaha, Neb.	30,308	Brad Tullock, General Manager	60	1
29	Maggio Data Forms Hauppauge, N.Y.	28,251	Robert Maggio, President	153	2
30	Nieman Printing Dallas	25,000	Joanie Nieman, CEO	156	1
31	Teraco Midland, Texas	24,000	Raymond McDowell, CEO	200	1

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32	Best Label Cerritos, Calif.	23,288	Donald Ingle, President	133	2
33	Repacorp Tipp City, Ohio	22,600	Rick M. Heini, President	112	4
34	J&A Printing Hiawatha, Iowa	22,000	Scott Cadwallader, President, Owner	148	1
35	Performance Companies Dallas	21,000	John White, CEO	150	2
36	Central States Business Forms Dewey, Okla.	18,000	Bill Mattix, General Manager	143	2
36	RMF Printing Technologies Lancaster, N.Y.	18,000	John H. Conway, COO	85	1
36	Total Business Systems Madison Heights, Mich.	18,000	Robert G. Finnerty, President	56	4



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39	Data Papers Muncy, Pa.	17,670	Jerry Wertz, President, CEO	96	1
40	TLF Graphics Rochester, N.Y.	17,500	Robert P. McJury, Vice President of Sales, Partner	115	2
41	MAR Graphics Valmeyer, Ill.	17,350	Richard Roever, President	102	1
42	Datatel Resources Monaca, Pa.	16,000	Allen J. Simon, President	62	1
43	Design Distributors Deer Park, N.Y.	15,000	Adam Avrick, President	100	1
44	Royal Business Forms & Printing Brooklyn Park, Minn.	14,950	Ron Urness, President	85	1
45	Printgraphics Vandalia, Ohio	13,586	Paul Curry, President, CEO	97	2
46	Valley Forge Tape & Label Exton, Pa.	13,400	Paul W. Myers, President	60	1
47	Envelope Mart USA Toledo, Ohio	13,000	Norm Shapiro, President	85	2
48	Bradley Graphic Solutions Bensalem, Pa.	12,848	Robert J. Bradley, President	62	1
49	Phoenix Data Montgomery, Pa.	12,244	Larry Lovell, President, Owner	82	1
50	Stylecraft Printing Canton, Mich.	12,000	Richard Pesci, President	75	2
51	B&W Press Georgetown, Mass.	11,500	Paul Beegan, President	95	1
52	Apex Color Jacksonville, Fla.	11,300	Richard Ghelerter, President	68	1
53	Allen-Bailey Tag & Label Caledonia, N.Y.	11,000	David Beardsley, Principal; Jennifer P. Chapman, Principal; Richard G. Phelps, Principal	101	1
54	Victor Printing Sharon, Pa.	10,556	William Richards, Partner; Terence Richards, Partner	105	2
55	McCourt Label Lewis Run, Pa.	10,400	David Ferguson, CEO	72	1

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56	New London Communications Alpharetta, Ga.	10,200	Howard Givens, CEO	59	4
57	Team Concept Printing & Thermography Carol Stream, Ill.	10,115	Anthony Rouse, President, CEO	n/a	1
58	Card Personalization Solutions Allentown, Pa.	10,000	Tom Knaus, President	50-100	2
58	RBP Chemical Technology Milwaukee	10,000	n/a	50	2
60	AmeriPrint Harvard, Ill.	9,800	James R. Schulty, CEO	58	1
60	Dupli-Systems Strongsville, Ohio	9,800	Bud Eldridge, CEO	90	1
62	Business Stationery Cleveland	9,300	Steve Reiss, President	90	1
63	Labels West Woodinville, Wash.	9,127	John Shanley, President	52	1
64	AmeriCAL Omaha, Neb.	9,100	John Peterson, President	47	3
64	Quick Tab II Tiffin, Ohio	9,100	Charles Daughenbaugh, President, CEO	75	1
66	Able Card Duarte, Calif.	8,000	Herman Ho, President	60	1
67	Think Arbor Royal Oak, Mich.	7,500	Jim Russell, President	41	1
67	Warwick Publishing St. Charles, Ill.	7,500	Jim Paschal, President	95	1
69	Quick Tech Graphics Springboro, Ohio	7,478	Chris Felker, President	24	1
70	Lawson Communications (Formerly Keystone Printing) Lansing, Mich.	7,000	Tim A. Clark, CEO	42	2
70	Newtown Fredericksburg, Va.	7,000	Larry Weiss, President	50	1
72	Western Tag & Printing Boise, Idaho	6,500	Tim Resler, Owner	43	3

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73	Madison Forms McFarland, Wis.	6,425	John Shannon, President	38	1
74	Allen Company/ Color Craft Line/CamelBak Blanchester, Ohio	6,400	Stan W.A. Dohan, Jr., MAS, Executive Vice President	54	1
75	Mat-Co Business Forms Nashville, Tenn.	6,095	Frank A. Matter, Board Chairman, Secretary, Treasurer	40	1
76	ID Label Lake Villa, Ill.	6,000	William Powers, Vice President of Sales	23	1
76	Lewis Color Statesboro, Ga.	6,000	Thomas E. Lewis, President	55	1
78	Goodwin Graphics Carrollton, Texas	5,800	Thomas A. Goodwin III, CEO	42	1
79	First Class Printing Fayetteville, Tenn.	5,766	Bruce Tanner, President	68	1

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80	Badger Tag & Label Random Lake, Wis.	5,487	Robert Thiel, President	n/a	n/a
81	AmeriPrint Graphics Neenah, Wis.	5,400	Beth Nemecek, Co-President	40	1
81	Total Printing Systems Newton, Ill.	5,400	Richard M. Lindemann, Sr., President	47	1
83	Advance Corporation Cottage Grove, Minn.	5,000	Barbara Gerlach, President	85	1
83	Plastic Graphic Company Wauconda, Ill.	5,000	Brian Grimes, Vice President	50	2
83	Thorn Hill Printing – THP Freedom, Pa.	5,000	Bruce D. Wilson, President	42	1
86	Sekan Printing Fort Scott, Kan.	4,700	Donald Banwart, President	48	2

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87	Stylerite Label Rochester Hills, Mich.	4,650	Andrea Pesci-Jones, President	23	1
88	Adcraft Decals Independence, Ohio	4,500	Robert W. Talion, President	40	1
89	Universal Tag Dudley, Mass.	4,200	Armand R. Mandeville, Director	28	1
90	Quality Forms Piqua, Ohio	4,000	Tom Kinnison, President	44	1
91	Genoa Business Forms Sycamore, Ill.	3,900	Dr. David L. Paulson, President	36	1
92	Printco Omro, Wis.	3,800	Ken Sperling, President	34	1
93	Automatic Funds Transfer Services Seattle	2,500	Eric Johnson, President	25	1
93	Advertape East Patchogue, N.Y.	2,500	Lance Krakaur, President	13	1
95	Rotary Print USA Manchester, Ga.	2,102	John Wombles, CEO	19	2
96	B&L Labels and Packaging Piqua, Ohio	1,500	William Saddler, President, CEO	8	1
96	Paramount Press Arvada, Colo.	1,500	Neil Cochran, President	11	1
98	Megaform Computer Products Vandalia, Ohio	1,334	Jim Browning, President	5	1
99	PPI Business Forms Lancaster, N.Y.	660	Frank Kalenda, President	12	1
100	Ironwood Computer Systems Mississauga, Ontario, Canada	500	Dan Davis, President	3	1

* Ennis acquired B&D Litho of Arizona, Skyline Business Forms and Trade Envelopes. Includes sales of Adams McClure, Admore, Alstyle Apparel, B&D Litho of Arizona, Block Graphics, Calibrated Forms, ColorWorx, GenForms, General Financial Supply, Northstar, Specialized Printed Forms, Star Award Ribbon, Trade Envelopes and Witt Printing.

** Includes sales of Winnebago Color Press, Richardson Printing, Graphic Composition, National Graphic Solutions, Neenah Printing, Menasha Packaging, Hess Print Solutions, Valley Label, Letterhead Press and Promo Print Solutions.