

# TOP 100 MANUFACTURERS

Rank	Company	Sales \$(000)	Principal Officer(s)	Employees	Locations
1	<b>Ennis*</b> (see page 38) Midlothian, Texas	517,738	Keith Walters, Chairman, President, CEO	5,492	40+
2	<b>Champion Industries**</b> (see page 38) Huntington, W. Va.	141,258	Marshall Reynolds, Chairman, CEO	700	21
3	<b>Paris Business Products</b> Westampton, N.J.	101,000	Gerry Toscani, CEO	97	5
4	<b>BCT</b> Fort Lauderdale, Fla.	100,000	Peter Posk, President	775	60
5	<b>Western States</b> Envelope & Label Butler, Wis.	98,000	Mark S. Lemberger, President	614	5
6	<b>ABnote North America</b> (Includes sales of Arthur Blank & Co., American Banknote and Keystone Plastics) Boston	80,000	Keith Goldstein, President, CEO	300	3
7	<b>PRINTSouth Corp.</b> Atlanta	75,000	Rich Campbell, President	n/a	5
8	<b>Dynamic Print Group</b> Menasha, Wis.	67,700	Steve McGrath, Vice President	225	4
9	<b>TST/Impreso</b> Coppell, Texas	67,165	Marshall Sorokwasz, CEO	150	7
10	<b>Discount Labels</b> (Parent Company: Cenveo) New Albany, Ind.	66,253	Pat Evans, Vice President of Operations	n/a	1
11	<b>Identity Group***</b> (see page 38) Cookeville, Tenn.	54,410	Dennis Chandler, CEO	400+	7
12	<b>RiteMade Paper Converters</b> Kansas City, Kan.	49,000	Stephen K. Schwartz, President, CEO	n/a	3
13	<b>Printegra</b> (Parent Company: Cenveo) Smyrna, Ga.	48,155	Jeff Trump, Vice President of Operations	319	6
14	<b>Wright Enterprises</b> Portland, Ore.	47,039	Jim Wright, CEO	312	5
15	<b>PrintXcel</b> (Parent Company: Cenveo) Fairhope, Ala.	45,900	Wade Brewer, Vice President of Operations	219	4
16	<b>Consolidated Label</b> Longwood, Fla.	42,500	Joel Carmany, President	175	1

# TOP 100 MANUFACTURERS

Rank	Company	Sales \$(000)	Principal Officer(s)	Employees	Locations
17	Label Art (Parent Company: WS Packaging) Wilton, N.H.	41,500	Mike Vejar, Vice President of Sales	250	3
18	Gill Studios Shawnee Mission, Kan.	39,600	Mark S. Gilman, Chairman of the Board	400	1
19	Wisco Envelope (Parent Company: Cenveo) Tullahoma, Tenn.	38,044	Cory Blatz, General Manager	188	1
20	General Data Company Cincinnati	38,000	Peter Wenzel, President, CEO	178	1
21	Continental Binder & Specialty Corp. Gardena, Calif.	37,950	Andrew H. Lisardi, President	47	2
22	Stouse New Century, Kan.	35,380	Bary Marquardt, President, Owner	285	1
23	Diversified Labeling Solutions Itasca, Ill.	33,900	Bob Hakman, President	132	3

## WE'RE LOOKING FOR MARKETING SOLUTIONS PROFESSIONALS WITH A PROVEN TRACK RECORD

Boost your sales and profits selling  
**TRANSFORMAILER** cross media campaigns

Colorful VDP letters • PURLs/Internet Landing Pages  
Emails • Texts • QR codes/Smartphone Mobile • Social Media

### Look for us at FOCUS10:

Oct. 5- Atlanta  
Oct. 19- Cleveland  
Oct. 21- Chicago  
Oct. 26- No. New Jersey  
Oct. 28- Philadelphia

Join us for our education session  
Direct Marketing – Done Right  
– Ed Glaser, CMO, Colortree

### WATCH OUR VIDEO

By scanning the QR code  
with your smartphone.\*



**Colortree Marketing Resources**  
804-545-2566 • [ColortreeMarketingResources.com](http://ColortreeMarketingResources.com)

\*Not smartphone enabled? View our video online at [www.cmrvideo.com](http://www.cmrvideo.com)



Visit [www.printprofessionalmag.com/infocenter](http://www.printprofessionalmag.com/infocenter) and enter #3

[www.printprofessionalmag.com](http://www.printprofessionalmag.com)

PRINT PROFESSIONAL ♦ OCTOBER 2010

# TOP 100 MANUFACTURERS

Rank	Company	Sales \$(000)	Principal Officer(s)	Employees	Locations
24	Sovereign Business Forms Houston	30,162	Benny E. Coffey, CEO	215	6
25	The Flesh Company St. Louis	29,550	Roy Flesh, CEO	188	3
26	InfoSeal/NJBF Englewood, N.J.	28,750	Andrew Harnett, Co-partner, Owner; David Harnett, Co-partner, Owner	n/a	n/a
27	Kay Toledo Tag/SSP Toledo, Ohio	28,000	Thomas Kay, President	228	3
28	Lancer Label (Parent Company: Cenveo) Omaha, Neb.	25,256	Brad Tullock, General Manager	n/a	1
29	PrintPlace.com Arlington, Texas	25,000	Shawn Petersen, CEO	110	3
30	Total Business Systems Madison Heights, Mich.	24,000	Robert G. Finnerty, President	86	3
31	Maggio Data Hauppauge, N.Y.	21,657	Robert Maggio, President	140	2
32	Teraco Midland, Texas	20,900	Casey Campbell, President, CEO	135	2
33	Performance Companies Dallas	20,000	John T. White, CEO	120	1
34	Repacorp Tipp City, Ohio	19,450	Rick M. Heinl, President	102	4
35	Design Distributors Deer Park, N.Y.	18,000	Adam Avrick, President	100	1
36	Data Papers Muncy, Pa.	16,318	Jerry Wertz, CEO	77	1
37	Datatel Resources Corp. Monaca, Pa.	15,600	Allen J. Simon, President	52	1
37	TLF Graphics Rochester, N.Y.	15,600	Robert P. McJury, Vice President of Sales, Partner	n/a	n/a
39	The Regal Press Norwood, Mass.	15,220	William N. Duffey, Jr., President, CEO	150	5
40	Central States Business Forms (Parent Company: Adams Investment Company) Dewey, Okla.	15,215	Kenneth G. Adams, Owner	140	2

# TOP 100 MANUFACTURERS

Rank	Company	Sales \$(000)	Principal Officer(s)	Employees	Locations
41	MAR Graphics Valmeyer, Ill.	14,624	Richard Roever, President	84	1
42	National Imprint Corp. (Parent Company: Cenveo) Claysburg, Pa.	13,925	Ed Musselman, General Manager	74	1
43	Corporate Disk Company McHenry, Ill.	13,500	Bill Mahoney, CEO	95	1
44	growll.com Greenville, S.C.	13,216	Jordan Finn, President	98	1
45	Envelopes.com Lindenhurst, N.Y.	13,000	Seth Newman, President	38	1
46	Royal Business Forms & Printing Brooklyn Park, Minn.	12,952	Ron Urness, President	75	1
47	Printgraphics Vandalia, Ohio	12,742	Paul Curry, President, CEO	95	2

**Plugging into the wrong vendors?  
Connect with Business Stationery LLC!**



[www.bsiprint.com](http://www.bsiprint.com)

4944 Commerce Pkwy

Cleveland, OH 44128

P: 800-234-9954

F: 800-288-5837

Easy-to-use  
e-commerce solution.

Empower yourself  
to succeed!



**"I should have used BSI"**

Visit [www.printprofessionalmag.com/infocenter](http://www.printprofessionalmag.com/infocenter) and enter #9

[www.printprofessionalmag.com](http://www.printprofessionalmag.com)

PRINT PROFESSIONAL ♦ OCTOBER 2010

# TOP 100 MANUFACTURERS

Rank	Company	Sales \$(000)	Principal Officer(s)	Employees	Locations
48	Tapecon Buffalo, N.Y.	12,500	Alan K. Davis, President	100	2
49	John S. Swift Co. Buffalo Grove, Ill.	12,000	n/a	85	3
50	Valley Forge Tape & Label Co. Exton, Pa.	11,200	Paul W. Myers, President	53	1
51	Phoenix Data Montgomery, Pa.	10,585	Larry Lovell, President	62	1
52	H.C. Miller Company Green Bay, Wis.	10,500	Craig Johnson, CEO	70	1
53	CE Printed Products Carol Stream, Ill.	10,107	Robert Ohr, President	67	2
54	Labels West Woodinville, Wash.	9,983	John Shanley, President	52	1
55	Bradley Graphic Solutions Bensalem, Pa.	9,900	Robert J. Bradley, President	44	1
56	AmeriCAL Omaha, Neb.	9,886	John C. Peterson, President	65	3
57	Prodigital Printing (Parent Company: Consortium Companies, LLC) Edison, N.J.	9,503	William Doehler, Executive Vice President	47	1
58	Allen-Bailey Tag & Label Caledonia, N.Y.	9,378	Gene Tonucci, CEO	87	2
59	AmeriPrint Corp. Harvard, Ill.	9,222	James P. Schulty, President	49	1
60	Apex Color Jacksonville, Fla.	9,200	Richard Ghelerter, President	56	1
61	Victor Printing Sharon, Pa.	9,167	Terence A. Richards, Co-Owner; William G. Richards, Co-Owner	75	1
62	Foster Printing Service Michigan City, Ind.	9,000	Nick Griswold, President	65	1
62	Stylecraft Printing Company Canton, Mich.	9,000	Richard Pesci, President	54	2
64	Team Concept Printing & Thermography Carol Stream, Ill.	8,990	Anthony Rouse, President, CEO	45	1

# TOP 100 MANUFACTURERS

Rank	Company	Sales \$(000)	Principal Officer(s)	Employees	Locations
65	McCourt Label Lewis Run, Pa.	8,900	David Ferguson, CEO	65	1
66	Graphic Dimensions Austell, Ga.	8,789	Jay Scammell, President	n/a	3
67	ID Label Lake Villa, Ill.	8,400	Neil Johnston, President	40	2
68	AccuLink Greenville, N.C.	8,129	Thomas F. O'Brien, President	65	3
69	Dupli-Systems Strongsville, Ohio	7,897	Bud Eldridge, CEO	65	1
70	5 Day Business Forms Mfg. Anaheim, Calif.	7,878	Les Messick, President	n/a	2
71	Quick Tab II Tiffin, Ohio	7,700	Chuck Daughenbaugh, President, CEO, Owner	71	1
72	Hi-Tech Printing Co. Fairfield, Ohio	7,638	Robert P. Dillingham, President	28	1
73	Warwick Publishing Co. St. Charles, Ill.	7,500	Rob Paschal, CEO	95	1
74	Bollin Label Systems Toledo, Ohio	7,358	Mark Bollin, CEO	38	1
75	THP – Thorn Hill Printing (Parent Company: Thorn Hill Group) Freedom, Pa.	7,240	Rich Bushee III, President	n/a	1
76	Luminer Converting Group Lakewood, N.J.	7,000	Thomas Spina, CEO	35	2
77	Inspec Tech Valley Head, Ala.	6,900	Luke Freeman, President	23	1
78	B&W Press Georgetown, Mass.	6,800	Paul Beegan, Sales	n/a	1
79	National Printing Converters Brazil, Ind.	6,500	Brian Buckley, President	35	1
79	Primacompanies (Primagraphics/Primadata) Green Bay, Wis.	6,500	Linda Bova, President, Primadata; Dennis Dickinson, President, Primagraphics	36	2
81	Able Card Azusa, Calif.	6,000	Herman Ho, President	60	1



# TOP 100 MANUFACTURERS

Rank	Company	Sales \$(000)	Principal Officer(s)	Employees	Locations
81	ILF Technologies Romeoville, Ill.	6,000	Bob Allison, President	20	1
83	GKM Corporation Colfax, Calif.	5,645	Gerry Knoll, CEO	47	1
84	Madison Forms McFarland, Wis.	5,532	John Shannon, President	36	1
85	Total Printing Systems Newton, Ill.	5,530	Richard M. Lindemann, President	47	1
86	Lewis Color Statesboro, Ga.	5,500	Thomas E. Lewis, President	45	1
86	Superior Print Sellersburg, Ind.	5,500	Mark Stewart, President, CEO	50	1
88	Speedflo (Includes sales of Snapflo) Lexington, Ky.	4,900	Dan Kruger, General Manager	33	1
89	First Class Printing Fayetteville, Tenn.	4,800	Bruce Tanner, President	41	1

Make your message **STAND OUT** with...

# DIRECT MAIL & MAILING

Deliver your message right into the hands of your target market with direct mail and mailing services from Foster Printing Service.

- self-mailers
- post cards
- brochures
- variety of stock options
- cost effective options available

Look to the experienced and knowledgeable team at Foster for design ideas and help in receiving the highest possible postage discounts.

800.382.0808  
www.fosterprinting.com  
sales@fosterprinting.com

**FOSTER**  
PRINTING SERVICE

BROCHURES & FLYERS

DIRECT MAIL & MAILING

FLIPBOOK

CATALOGS

NEWSLETTERS

POSTCARDS



Visit [www.printprofessionalmag.com/infocenter](http://www.printprofessionalmag.com/infocenter) and enter #24

# TOP 100 MANUFACTURERS

Rank	Company	Sales \$(000)	Principal Officer(s)	Employees	Locations
89	N.E.W. Printing Appleton, Wis.	4,800	Mark Weinfurter, President	27	1
91	Mat-Co Business Forms Nashville, Tenn.	4,581	Frank A. Matter, Board Chairman, Secretary, Treasurer	32	1
92	Badger Tag & Label Corp. Random Lake, Wis.	4,288	Robert Thiel, President	30	2
93	Goodwin Graphics Carrollton, Texas	4,200	Thomas A. Goodwin III, CEO, Owner	32	1
93	Sekan Printing Co. (Includes sales of Sekan Occasion Shops) Fort Scott, Kan.	4,200	Donald D. Banwart, President	35	1
95	Greystone Print Solutions Greenville, Mich.	4,000	Merlin Buhl, President	50	2
96	Printco Omro, Wis.	3,785	Kenneth Sperling, President	32	1
97	Media Graphix Norcross, Ga.	2,600	Frank Asadi, President	25	1
98	NBS Systems Mt. Olive, Ill.	2,300	William Barklund, President	38	2
99	Guaranteed Labels Moody, Ala.	2,000	Scott Noell, CEO	10	1
99	Narraganset Business Forms Providence, R.I.	2,000	David Almeida, President, CEO	25	1
100	Clearwave Electronics Tonawanda, N.Y.	1,500	Mark S. Ross, President, CEO	7	2

\* Includes sales of 360° Custom Labels, Adams McClure, Admore, Advertising Concepts, Alstyle Apparel, B&D Litho of Arizona, Block Graphics, Calibrated Forms, ColorWorx, Enfusion, GenForms, General Financial Supply, Northstar, Specialized, Star Award Ribbon, Trade Envelopes, Uncompromised Check Solutions and Witt Printing.

\*\* Includes sales of Blue Ridge Printing, Capitol Business Interiors, Carolina Cut Sheets, Chapman Printing Company, Consolidated Graphic Communications, Champion Graphic Communications, Champion Output Solutions, Champion Publishing (Herald-Dispatch), Donihe Graphics, Interform Solutions, The Merten Company, River Cities Printing, Smith & Butterfield, Stationers and U.S. Tag.

\*\*\* Includes sales of Admart Signs, Business Stationery, Financial Environments, Graphic Systems, Porelon Ribbon, Redi-Tag, Scott Signs and U.S. Stamp & Sign.