

TOP 100 DISTRIBUTORS

Rank	Company	Sales \$(000)	Principal Officer(s)	Locations
1	WorkflowOne Dayton, Ohio	662,000	Dean Truitt, CEO	110
2	InnerWorkings Chicago	400,447	Eric D. Belcher, CEO	23
3	Proforma Cleveland	312,000	Greg Muzzillo, Founder; Vera Muzzillo, CEO	750
4	American Solutions for Business Glenwood, Minn.	183,192	Larry Zavadil, Founder, President, CEO	446
5	Kaeser & Blair Batavia, Ohio	79,000	Kurt Kaeser, CEO	1
6	WebbMason Hunt Valley, Md.	67,000	Warner Mason, President, CEO	19
7	Data Supplies Duluth, Ga.	64,220	James E. Combee, President	19
8	The Shamrock Companies Westlake, Ohio	55,000	Robert E. Troop, CEO	18
9	DataSource Kansas City, Mo.	46,000+/-	Sherie Bartlett, Founder, CEO	35+
9	Vanguard Direct* New York	46,000	Robert T. O'Connell, President	5
11	Smart Source LLC New York	33,500	Thomas D'Agostino, Jr., CEO	8
12	Team MHC Burnsville, Minn.	26,000	Pete Mattson, CEO	2
13	Apex Print Technologies LLC St. Paul, Minn.	24,210	Brian W. Kueppers, Founder, CEO	4
14	USFI Dallas	21,900	Faisal Ahmad, President, CEO	7
15	Northern Printing Network* Wheeling, Ill.	21,230	John Fox, President	1
16	Quality Resource Group Plymouth, Minn.	21,109	Dennis Pottebaum, President	4

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17	Prime Business Solutions (Includes sales of The Ampersand Group) Akron, Ohio	20,411	Todd Mellon, President, CEO	3
18	Consolidated Graphic Communications (Parent Company: Champion Industries) Bridgeville, Pa.	20,000	James A. Rhodes, President	10
19	Innovative Print & Media Group Phoenixville, Pa.	19,058	Robert Fisher, Principal, CEO	1
20	RBO PrintLogistix Maryland Heights, Mo.	18,117	Jim Riley, President, CEO	1
21	Winbrook* Billerica, Mass.	17,600	Scott Lattanzio, President	1
22	Bear Graphics Sioux City, Iowa	15,690	Dan Youngblade, President	3

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Rank	Company	Sales \$(000)	Principal Officer(s)	Locations
23	MPX Portland, Maine	14,800	Robert E. Willis, President	1
24	DocuSource Print Management Tigard, Ore.	14,724	Jeff Scott, CEO	3
25	Tully-Wihr Company Colfax, Calif.	13,968	Gerry Knoll, CEO	3
26	One Point* Scranton, Pa.	13,358	Patrick McMahon, President	n/a
27	Midwest Single Source Wichita, Kan.	13,302	John H. Osborne, President	3
28	American Diversity Business Solutions Glenwood, Minn.	13,046	Diane Zavadil, CEO	198
29	Southern Imaging Group Florence, S.C.	12,210	Rod Morrow, CEO	5



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Rank	Company	Sales \$(000)	Principal Officer(s)	Locations
30	Richard Jacobs & Company Carmel, Ind.	12,000	David Jacobs, President	2
31	Cooley Group Rochester, N.Y.	11,472	Stuart I. Boyar, President, CEO	5
32	Voluforms Jeffersonville, Ind.	11,115	C. Michael Stewart, President, CEO	2
33	The Venture Corporation Lewisville, Texas	10,891	Gary Dunlap, President	1
34	CTP Solutions Agoura Hills, Calif.	10,400	Jack Schachtel, President	5
35	Paper Express Troy, Mich.	10,326	Chris McBride, Executive Vice President	1
36	Metrographics Printing & Computer Services Fairfield, N.J.	10,200	Andrew Duke, President	1
37	Golden Pacific Systems Rohnert Park, Calif.	10,158	Kevin R. Austin, CEO	4
38	Data Forms Fayetteville, Ark.	9,098	Mike Emis, President	3
39	Eagle Graphics Orange, Calif.	9,000	Kevin Welch, Partner	3
40	Elite Print Services Muncie, Ind.	8,962	Gary Watson, President	4
41	St. Louis Business Forms Fenton, Mo.	8,535	Joseph Raible, President	1
42	Control Printing Group Independence, Mo.	8,415	Glenn Martin, President	2
43	One Source Franklin, Tenn.	8,182	Mark R. Grosvenor, CEO	1
44	Optimum System Products Columbus, Ohio	7,949	John Martin, CEO	6
45	Meridian (Formerly Rockford Forms & Graphics) Loves Park, Ill.	7,940	Robert Chanson, President	2

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46	ADi Group Urbandale, Iowa	7,821	Doug Freeman, President, CEO	1
47	Tabco Business Forms Terre Haute, Ind.	7,818	Tom Bilyeu, CEO	n/a
48	Premier Graphics LLC Stratford, Conn.	7,500	Tim Cicchese, Partner, CEO	1
49	Advanced Business Graphics Coppell, Texas	6,900	Kristine Sorokwasz, President	1
50	Stuart & Associates* Cleveland	6,850	Patricia McAllester, CEO	3
51	Thompson Print & Mailing Solutions San Antonio	6,845	David Thompson, President	2
52	Suncoast Marketing Fort Lauderdale, Fla.	6,731	Bob Scala, President, Partner; Randy Eubanks, Vice President of Sales, Partner	1

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53	ABC Printing Company Chicago	6,355	R.J. Strauss, President	1
54	IBF Boise, Idaho	6,300	n/a	4
55	Graphic Information Systems Cincinnati	6,138	Walter Theiss, President	1
56	PrintManagement Cincinnati	5,845	Joe Desch, CEO	1
57	VRS Company* Great Falls, Va.	5,600	Michael Schemering, President, CEO	n/a
58	Computer Merchandise Corporation Lakeland, Fla.	5,511	Ann Croswell, President	1
59	Performance Group Omaha, Neb.	5,450	Steve Connelly, President, CEO	1
60	Independent Forms Services Joliet, Ill.	5,407	David Puntney, President	1
61	Total Printing Systems* Newton, Ill.	5,400	Rich Lindemann, President	n/a
62	DBF Luzerne, Pa.	5,300	Jim Haggerty, President; Tom Sohns, Vice President	2
63	First Systems & Resources Charlottesville, Va.	5,200	Gary Hegemier, President	1
64	Excel Graphic Services Blue Ridge, Ga.	5,093	J. Robert Johnson, Jr., President, CEO	2
65	Piedmont Graphics* Greensboro, N.C.	5,063	n/a	n/a
66	Lawrence Printing Company Greenwood, Miss.	5,000	George F. Ellis, Jr., President	1
67	IDS – Integrated Document Solutions Carrollton, Texas	4,666	Walt Smith, CDC, President	2
68	Ray Hough Company Muse, Pa.	4,609	Ray Hough, President	1

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69	Intraform Sparks, Nev.	4,518	Doug Clary, President	3
70	Graham Data Supplies Ltd. Amarillo, Texas	4,505	B. Charles Graham, President	1
71	DocuMedia Group Irvine, Calif.	4,364	Lew Leveque, President	15
72	Suncoast Forms & Systems Sarasota, Fla.	4,286	David L. Donnelly, President	1
73	Multi Business Systems Bakersfield, Calif.	4,164	Bob Burdette, President	3
74	Advent Print Resources Tukwila, Wash.	4,044	Steve Hawes, President	1
75	Murray & Heister Beltsville, Md.	4,027	Michael P. Boyle, President	1
76	Diamond Business Graphics Sheboygan, Wis.	4,023	Drew Hake, Owner; Trent Hake, Owner	n/a
77	Progressive Business Solutions Raleigh, N.C.	4,013	Tim Catlett, President, CEO	1
78	Central Valley Business Forms Visalia, Calif.	3,925	Gary Amon, President, CEO	n/a
79	Solutions Ink Montreal, Quebec	3,910	Steven Schneidman, President	2
80	Audax Strategies Murfreesboro, Tenn.	3,700	Fant Smith, President	1
80	Quality Graphics Somerville, Mass.	3,700	Ronald Valentine, President	1
82	printcbf Cedar Knolls, N.J.	3,675	Michael Gordon, President	1
83	TBF Graphics Saginaw, Mich.	3,424	Greg Turner, CEO	3
84	Informs Anaheim, Calif.	3,414	David Flucht, President, Owner; John Katzman, Vice President, Owner	1
85	Print Imaging Group Oklahoma City	3,395	James W. Everett, President, CEO	1

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86	The Printing, Fulfillment & Mailing Group LLC Medford, N.J.	2,948	Chip Schindler, Member	1
87	Beachley Business & Medical Forms Baltimore	2,800	Timothy Beachley, President	1
88	Executive Data Control Springfield, Mo.	2,724	Steve Visio, President, Owner	1
89	MAC Graphics Group Oakbrook Terrace, Ill.	2,521	Bob Cronin, President	1
90	Greenway Print Solutions Scottsdale, Ariz.	2,490	Alan Chait, President	1
91	Currie Systems Huntsville, Ala.	2,400	Dan Currie, Owner	1
92	Commander Printed Products Oxnard, Calif.	2,391	Mark Johnson, President	1
93	Best Business Systems Bowling Green, Ky.	2,321	Paul Keith, President	1
94	Megabyte Express Austin, Texas	2,264	Bill Breed, President	2
95	Preferred Group S. Windsor, Conn.	2,248	Wayne Feigenbaum, President	1
96	Trainor Business Forms & Printing Des Plaines, Ill.	1,554	Lawrence Trainor, President	2
97	Logistical Outsourcing Miami	1,500	Nelson Penalver, Vice President	n/a
98	Peerless Business Forms Clark, N.J.	1,412	Gregg Roth, President	1
99	Forms & Supplies Unlimited Sanford, Fla.	1,400	Frank Flandreau, President	3
100	Centro Print Solutions Bend, Ore.	1,376	Rick Lawrence, President	1

* Sales figures according to recently published reports.