Top 50 Suppliers

Seas, 500,000   Seas, 500,000,000   Seas, 500,000   Seas, 500,000,000   Seas, 500,000   Seas, 500,000,000   Seas, 500,000   Seas	Rank	Company	Revenue	Principal Officer(s)	City, State
Western States   S88,252,000   Mark S. Lemberger, President/CEO   Milwaukee	01	Ennis Inc.* (see page 28)	\$533,500,000		Midlothian, Texas
Envelope & Label   President/CEO   Boston	02	4over Inc.	\$115,000,000	Zarik Megerdichian, CEO	Glendale, Calif.
Parent Company: American Banknote)	03		\$98,252,000		Milwaukee
Magnets 4 media (Parent Company: The Magnet Group)  TST Impreso Inc.  \$78,269,676  Marshall Sorokwasz, President/CEO  PRINTSouth (Parent Company: Staples)  General Data Company Inc.  \$62,000,000  Peter Wenzel, CEO  Cincinnati  OneTouchPoint-CCI  S61,060,000  Christopher A. Illman, President/CEO  Consolidated Label Co.  \$61,000,000  Joel Carmany, President  Chairman of the Board  S75,000,000  Mark S. Gilman, Chairman of the Board  Wright Business Graphics  S50,747,951  Jim Wright, CEO  Diversified Labeling Solutions Inc.  S44,425,000  Bary Marquardt, President/Owner; Will Lewis, Vice President/Owner; Will Lewis, Vice President/Owner; Will Lewis, Vice President/Owner  Repacorp Inc.  S34,000,000  Joanie Nieman, President  Inglewood, N.J.  NBF/InfoSeal (Includes sales of Hampshire Labeli)  Independent Folders  S32,000,000  Bill Ziemendorf, President  Toledo, Ohio	04	(Parent Company:	\$80,000,000	Keith Goldstein, CEO	Boston
(Parent Company: The Magnet Group)  17 TST Impreso Inc. \$78,269,676 Marshall Sorokwasz, President/CEO  18 PRINTSouth (Parent Company: Staples) \$75,000,000 Lynn M. Rogge, Vice President Austell, Ga.  19 General Data Company Inc. \$62,000,000 Peter Wenzel, CEO Cincinnati  10 OneTouchPoint-CCI \$61,060,000 Christopher A. Illman, President/CEO  11 Consolidated Label Co. \$61,000,000 Joel Carmany, President Longwood, Fla.  12 Gill Studios Inc. \$51,564,000 Mark S. Gilman, Chairman of the Board  13 Wright Business Graphics \$50,747,951 Jim Wright, CEO Portland, Ore.  14 Diversified Labeling Solutions Inc. \$44,425,000 Bob Hakman, President Itasca, Ill.  15 Stouse Inc. \$44,425,000 Bary Marquardt, President/Owner; Will Lewis, Vice President/Owner Will Lewis, Vice President/Owner New Century, Kan.  16 Repacorp Inc. \$35,400,000 Rick M. Heinl, CEO Tipp City, Ohio Dariel Nieman Printing Inc. \$34,000,000 Joanie Nieman, President/Partner Englewood, N.J. (Includes sales of Hampshire Label)  19 Independent Folders \$32,000,000 Bill Ziemendorf, President De Pere, Wis.  20 Kay Toledo Tag Inc. \$31,000,000 Daniel J. Kay, President Toledo, Ohio	04	ВСТ	\$80,000,000	Peter Posk, President	Fort Lauderdale, Fla.
PRINTSouth (Parent Company: Staples)  General Data Company Inc. S62,000,000 Peter Wenzel, CEO Cincinnati  OneTouchPoint-CCI S61,060,000 Christopher A. Illman, President/CEO  Gill Studios Inc. S51,564,000 Mark S. Gilman, Chairman of the Board  Wright Business Graphics Wright Business Graphics S50,747,951 Jim Wright, CEO Portland, Ore.  Wenger General Data Company Inc. S46,400,000 Bob Hakman, President Itasca, Ill. Stouse Inc. S44,425,000 Bary Marquardt, President/Owner; Will Lewis, Vice President/Owner Will Lewis, Vice President/Owner Will Lewis, Vice President/Owner Will Lewis, Vice President/Owner  New Century, Kan.  New Century, Kan.  New Century, Kan.  In NJBF/InfoSeal (Includes sales of Hampshire Label) Mark S. Gilman, Chairman of the Board Lenexa, Kan. Lenexa, Kan. Lenexa, Kan. Lenexa, Kan. Chairman of the Board Lenexa, Kan. Chairman, President Lenexa, Kan. Chairma	04	(Parent Company:	\$80,000,000	•	Washington, Mo.
(Parent Company: Staples)  General Data Company Inc. \$62,000,000 Peter Wenzel, CEO Cincinnati  OneTouchPoint-CCI \$61,060,000 Christopher A. Illman, President/CEO  Consolidated Label Co. \$61,000,000 Joel Carmany, President Longwood, Fla.  Gill Studios Inc. \$51,564,000 Mark S. Gilman, Chairman of the Board Lenexa, Kan.  Wright Business Graphics \$50,747,951 Jim Wright, CEO Portland, Ore.  Mark S. Gilman, Chairman of the Board Lenexa, Kan.  Diversified Labeling Solutions Inc.  Stouse Inc. \$46,400,000 Bob Hakman, President Itasca, Ill.  Stouse Inc. \$44,425,000 Bary Marquardt, President/Owner, Will Lewis, Vice President/Owner, Will Lewis, Vice President/Owner Tipp City, Ohio  Nieman Printing Inc. \$34,000,000 Joanie Nieman, President/CEO Dallas  NJBF/InfoSeal (Includes sales of Hampshire Label) Ball Ziemendorf, President  Kay Toledo Tag Inc. \$31,000,000 Daniel J. Kay, President  Toledo, Ohio	07	TST Impreso Inc.	\$78,269,676	•	Coppell, Texas
10 OneTouchPoint-CCI \$61,060,000 Christopher A. Illman, President/CEO 11 Consolidated Label Co. \$61,000,000 Joel Carmany, President Longwood, Fla. 12 Gill Studios Inc. \$51,564,000 Mark S. Gilman, Chairman of the Board 13 Wright Business Graphics \$50,747,951 Jim Wright, CEO Portland, Ore. 14 Diversified Labeling Solutions Inc. \$46,400,000 Bob Hakman, President Itasca, Ill. 15 Stouse Inc. \$44,425,000 Bary Marquardt, President/Owner, Will Lewis, Vice President/Owner Will Lewis, Vice President/Owner 16 Repacorp Inc. \$35,400,000 Rick M. Heinl, CEO Tipp City, Ohio 17 Nieman Printing Inc. \$34,000,000 Joanie Nieman, President/CEO Dallas 18 NJBF/InfoSeal (Includes sales of Hampshire Label) \$32,250,000 Bill Ziemendorf, President 19 Independent Folders \$32,000,000 Bill Ziemendorf, President De Pere, Wis. 20 Kay Toledo Tag Inc. \$31,000,000 Daniel J. Kay, President Toledo, Ohio	08		\$75,000,000	Lynn M. Rogge, Vice President	Austell, Ga.
President/CEO  11 Consolidated Label Co. \$61,000,000 Joel Carmany, President Longwood, Fla.  12 Gill Studios Inc. \$51,564,000 Mark S. Gilman, Chairman of the Board  13 Wright Business Graphics \$50,747,951 Jim Wright, CEO Portland, Ore.  14 Diversified Labeling Solutions Inc. \$46,400,000 Bob Hakman, President Itasca, III.  15 Stouse Inc. \$44,425,000 Bary Marquardt, President/Owner; Will Lewis, Vice President/Owner Will Lewis, Vice President/Owner  16 Repacorp Inc. \$35,400,000 Rick M. Heinl, CEO Tipp City, Ohio  17 Nieman Printing Inc. \$34,000,000 Joanie Nieman, President/Partner (Includes sales of Hampshire Label)  18 NJBF/InfoSeal (Includes sales of Hampshire Label)  19 Independent Folders \$32,000,000 Bill Ziemendorf, President De Pere, Wis.  20 Kay Toledo Tag Inc. \$31,000,000 Daniel J. Kay, President Toledo, Ohio	09	General Data Company Inc.	\$62,000,000	Peter Wenzel, CEO	Cincinnati
Gill Studios Inc. \$51,564,000 Mark S. Gilman, Chairman of the Board  Wright Business Graphics \$50,747,951 Jim Wright, CEO Portland, Ore.  Diversified Labeling Solutions Inc. Bob Hakman, President Itasca, Ill.  Stouse Inc. \$44,425,000 Bary Marquardt, President/Owner; Will Lewis, Vice President/Owner Will Lewis, Vice President/Owner Tipp City, Ohio  Repacorp Inc. \$35,400,000 Rick M. Heinl, CEO Tipp City, Ohio  Nieman Printing Inc. \$34,000,000 Joanie Nieman, President/CEO Dallas  NJBF/InfoSeal (Includes sales of Hampshire Label)  Independent Folders \$32,000,000 Bill Ziemendorf, President De Pere, Wis.  Kay Toledo Tag Inc. \$31,000,000 Daniel J. Kay, President Toledo, Ohio	10	OneTouchPoint-CCI	\$61,060,000		Hartland, Wis.
Chairman of the Board  13 Wright Business Graphics \$50,747,951 Jim Wright, CEO Portland, Ore.  14 Diversified Labeling Solutions Inc.  15 Stouse Inc. \$46,400,000 Bary Marquardt, President/Owner; Will Lewis, Vice President/Owner; Will Lewis, Vice President/Owner Will Lewis, Vice President/Owner Tipp City, Ohio  16 Repacorp Inc. \$35,400,000 Rick M. Heinl, CEO Tipp City, Ohio  17 Nieman Printing Inc. \$34,000,000 Joanie Nieman, President/CEO Dallas  18 NJBF/InfoSeal (Includes sales of Hampshire Label)  19 Independent Folders \$32,000,000 Bill Ziemendorf, President De Pere, Wis.  20 Kay Toledo Tag Inc. \$31,000,000 Daniel J. Kay, President Toledo, Ohio	1	Consolidated Label Co.	\$61,000,000	Joel Carmany, President	Longwood, Fla.
Diversified Labeling Solutions Inc.  \$46,400,000 Bob Hakman, President Itasca, III.  Stouse Inc. \$44,425,000 Bary Marquardt, President/Owner; Will Lewis, Vice President/Owner  Repacorp Inc. \$35,400,000 Rick M. Heinl, CEO Tipp City, Ohio  Nieman Printing Inc. \$34,000,000 Joanie Nieman, President/CEO Dallas  NJBF/InfoSeal (Includes sales of Hampshire Label)  Independent Folders \$32,000,000 Bill Ziemendorf, President De Pere, Wis.  Xay Toledo Tag Inc. \$31,000,000 Daniel J. Kay, President Toledo, Ohio	12	Gill Studios Inc.	\$51,564,000		Lenexa, Kan.
Solutions Inc.  Stouse Inc.  \$44,425,000  Bary Marquardt, President/Owner; New Century, Kan.  Repacorp Inc.  \$35,400,000  Rick M. Heinl, CEO  Tipp City, Ohio  Nieman Printing Inc.  \$34,000,000  Joanie Nieman, President/CEO  Dallas  NJBF/InfoSeal (Includes sales of Hampshire Label)  Independent Folders  \$32,000,000  Bill Ziemendorf, President  De Pere, Wis.  Kay Toledo Tag Inc.  \$31,000,000  Daniel J. Kay, President  Toledo, Ohio	13	Wright Business Graphics	\$50,747,951	Jim Wright, CEO	Portland, Ore.
Will Lewis, Vice President/Owner  Repacorp Inc. \$35,400,000 Rick M. Heinl, CEO Tipp City, Ohio  Nieman Printing Inc. \$34,000,000 Joanie Nieman, President/CEO Dallas  NJBF/InfoSeal (Includes sales of Hampshire Label)  Independent Folders \$32,250,000 Bill Ziemendorf, President De Pere, Wis.  Kay Toledo Tag Inc. \$31,000,000 Daniel J. Kay, President Toledo, Ohio	14		\$46,400,000	Bob Hakman, President	Itasca, III.
Nieman Printing Inc. \$34,000,000 Joanie Nieman, President/CEO Dallas  NJBF/InfoSeal (Includes sales of Hampshire Label)  Independent Folders \$32,000,000 Bill Ziemendorf, President De Pere, Wis.  Kay Toledo Tag Inc. \$31,000,000 Daniel J. Kay, President Toledo, Ohio	15	Stouse Inc.	\$44,425,000		New Century, Kan.
NJBF/InfoSeal (Includes sales of Hampshire Label)  Independent Folders \$32,000,000 Bill Ziemendorf, President De Pere, Wis.  Kay Toledo Tag Inc. \$31,000,000 Daniel J. Kay, President Toledo, Ohio	16	Repacorp Inc.	\$35,400,000	Rick M. Heinl, CEO	Tipp City, Ohio
(Includes sales of Hampshire Label)  Independent Folders \$32,000,000 Bill Ziemendorf, President De Pere, Wis.  Kay Toledo Tag Inc. \$31,000,000 Daniel J. Kay, President Toledo, Ohio	17	Nieman Printing Inc.	\$34,000,000	Joanie Nieman, President/CEO	Dallas
Kay Toledo Tag Inc. \$31,000,000 Daniel J. Kay, President Toledo, Ohio	18	(Includes sales of	\$32,250,000	David Harnett, President/Partner	Englewood, N.J.
	19	Independent Folders	\$32,000,000	Bill Ziemendorf, President	De Pere, Wis.
	20		\$31,000,000	Daniel J. Kay, President	Toledo, Ohio

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Top 50 Suppliers

Rank	Company	Revenue	Principal Officer(s)	City, State
21	The Flesh Company	\$30,500,000	Roy Flesh, CEO	St. Louis
22	Universal Manufacturing	\$30,250,000	Shawn Boyd, President	Kansas City, Mo.
23	Sovereign Business Forms Inc.‡ (see page 28)	\$29,229,850	Benny E. Coffey, CEO	Houston
24	The Label Printers	\$24,000,000	William Kane, Chief Executive	Aurora, III.
24	Teraco	\$24,000,000	Casey Campbell, President/CEO	Midland, Texas
26	Performance Companies, LP (Includes sales of Optigraphics, Performance POP and Performance Card Solutions)	\$23,000,000	Taylor White, President	Dallas
27	Envelope Mart USA (Includes sales of H.O.T. Printing & Graphics)	\$22,500,000	Norm Shapiro, President	Northwood, Ohio
28	Maggio Data	\$22,000,000	Robert Maggio, President	Hauppauge, N.Y.
29	TLF Graphics Inc.	\$20,100,000	Robert P. McJury, President	Rochester, N.Y.
30	Design Distributors Inc. (Includes sales of Greenlight Envelope)	\$17,000,000	Adam Avrick, President	Deer Park, N.Y.

## bal Solutions?



## HIGH COLOR, EYE-CATCHING, FLEXOGRAPHIC 10 COLOR UV PRINTING.

- All kinds of label constructions for use on all kinds of substrates.
- All sorts of materials with thousands of die shape options.
- All different types of environments and countless applications.





Top 50 Suppliers

Rank	Company	Revenue	Principal Officer(s)	City, State
31	MAR Graphics	\$16,011,000	Rick Roever, President	Valmeyer, III.
32	Data Papers Inc.	\$15,600,000	Jerry Wertz, CEO	Muncy, Pa.
33	Datatel Resources Corp.	\$13,500,000	Allen J. Simon, President	Monaca, Pa.
34	Royal	\$13,031,675	Ron Urness, Sole Director	Brooklyn Park, Minn.
35	Allen-Bailey Tag & Label Inc.	\$12,417,100	Eugene S. Tonucci, President/CEO	Caledonia, N.Y.
36	5 Day Business Forms Mfg. Inc.	\$12,158,136	Leslie Messick, President	Anaheim, Calif.
37	ID Label Inc.	\$12,000,000	Neil Johnston, President	Lake Villa, III.
37	Rainbow Polybag Company	\$12,000,000	Suzan Farino, Management	Brooklyn, N.Y.
37	Rose Printing	\$12,000,000	Charles Rosenberg, President	Tallahassee, Fla.
40	Graphic Dimensions	\$11,585,000	Arthur F. Scammell Jr., President/CEO	Austell, Ga.
41	AmeriCAL Inc.	\$11,498,427	John C. Peterson, President	Omaha, Neb.
42	CE Printed Products	\$11,126,975	Robert Ohr, President	Carol Stream, III.
43	Labels West Inc.	\$11,123,620	John Shanley, President	Woodinville, Wash.
44	Team Concept Printing	\$10,856,000	Anthony Rouse, President/CEO	Carol Stream, III.
45	Amazing Print Tech	\$10,500,000	Slava Apel, CEO	Toronto, Ontario
46	Bradley Graphic Solutions	\$10,390,000	Robert J. Bradley, President	Bensalem, Pa.
47	Valley Label Co. LLC	\$10,304,558	Jeff Smith, President	Neenah, Wis.
48	AmeriPrint Corp.	\$10,228,725	James Schulty, CEO	Harvard, III.
49	Pacific Data Forms Inc.	\$10,100,000	Kevin Mullaney, Vice President	Long Beach, Calif.
50	Luminer Converting Group	\$9,500,000	Tom Spina, President	Lakewood, N.J.

\*In addition to Ennis facilities, sales include: Adams McClure, Admore, Alstyle Apparel & Activewear, Atlas Tag & Label, B&D Litho of Arizona, Block Graphics, Calibrated, ColorWorx, GenForms, General Financial Supply, Northstar, Printegra, Printgraphics, PrintXcel, Royal Business Forms, Specialized Printed Forms Inc., Star Award Ribbon Company, Trade Envelopes and Witt Printing Company.

†Includes sales of ABnote USA, ABnote TN and ABnote Canada.

‡Includes sales of Curtis Business Forms Inc., Falcon Business Forms Inc., Forms Manufacturers Inc., Mutual Graphics Inc. and Tri-C Business Forms Inc.

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