

# TOP 50 SUPPLIERS

| Rank | Company  | Revenue       | Principal(s)                          | City, State         |
|------|--|---------------|---------------------------------------|---------------------|
| 1    | Ennis Inc.* (see page 28)                                    | \$542,000,000 | Keith Walters, Chairman/CEO/President | Midlothian, TX      |
| 2    | 4over Inc.   | \$138,200,000 | Zarik Megerdichian, CEO               | Glendale, CA        |
| 3    | Western States Envelope & Label                              | \$102,543,000 | Mark S. Lemberger, CEO/President      | Milwaukee, WI       |
| 4    | ABnote† (see page 28)<br>(Parent Company: American Banknote) | \$80,000,000  | Keith Goldstein, CEO                  | Boston, MA          |
| 5    | TST Impreso Inc.   | \$73,747,162  | Marshall Sorokwasz, CEO/President     | Coppell, TX         |
| 6    | BCT  | \$71,000,000  | Peter Posk, President                 | Fort Lauderdale, FL |
| 7    | OneTouchPoint—CCI<br>(Parent Company: OneTouchPoint Corp.)   | \$67,500,000  | Christopher A. Illman, CEO/President  | Hartland, WI        |
| 8    | General Data Company   | \$64,488,423  | Peter Wenzel, CEO                     | Cincinnati, OH      |
| 9    | Ward/Kraft   | \$53,161,452  | Roger Kraft, CEO/Owner                | Fort Scott, KS      |
| 10   | Wright Business Graphics                                     | \$52,070,003  | Jim Wright, CEO                       | Portland, OR        |
| 11   | Diversified Labeling Solutions Inc.                          | \$48,900,000  | Bob Hakman, President                 | Itasca, IL          |



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| 12   | Gill Studios Inc.  | \$44,100,000 | Paul Lage, CEO/President  | Lenexa, KS          |
| 13   | Stouse Inc.  | \$43,819,000 | Bary Marquardt, President/Owner<br>Will Lewis, Vice President/Owner | New Century, KS     |
| 14   | Repacorp Inc.  | \$35,000,000 | Rick M. Heinl, CEO  | Tipp City, OH       |
| 15   | Nieman Printing Inc.                                     | \$32,500,000 | Joanie Nieman, CEO/President  | Dallas, TX          |
| 16   | Independent Folders                                      | \$32,000,000 | Bill Ziemendorf, President  | DePere, WI          |
| 17   | Kay Toledo Tag Inc./<br>Special Service Partners         | \$31,000,000 | Daniel J. Kay, President  | Toledo, OH          |
| 18   | Data-Label Inc.  | \$30,245,776 | George Snyder, President  | Terre Haute, IN     |
| 19   | KDM Enterprises  | \$30,000,000 | Larry Newman, President   | Carpentersville, IL |
| 20   | The Flesh Company  | \$28,500,000 | Roy Flesh, CEO  | St. Louis, MO       |
| 21   | The Label Printers                                       | \$25,000,000 | William Kane, Chief Executive                                       | Aurora, IL          |
| 22   | Envelope Mart USA<br>(Includes sales of H.O.T. Graphics) | \$24,000,000 | Norm Shapiro, President   | Northwood, OH       |

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| 22   | Teraco  | \$24,000,000 | Casey Campbell, CEO/President | Midland, TX       |
| 24   | Performance POP   | \$22,000,000 | Taylor White, CEO             | Dallas, TX        |
| 25   | Design Distributors Inc. ‡ (see page 28)                                    | \$21,000,000 | Adam Avrick, President        | Deer Park, NY     |
| 26   | Fisher Group  | \$20,430,000 | J. Jeff Donald, President     | Hiawatha, IA      |
| 27   | Maggio Data   | \$20,000,000 | Robert Maggio, President      | Hauppauge, N.Y.   |
| 28   | TLF Graphics Inc.   | \$19,880,000 | Robert P. McJury, President   | Rochester, NY     |
| 29   | UMC Print   | \$16,500,000 | Shawn Boyd, President         | Overland Park, KS |
| 30   | Data Papers Inc.  | \$15,381,148 | Jerry Wertz, CEO/President    | Muncy, PA         |
| 31   | MAR Graphics  | \$13,964,000 | Richard Roever, President     | Valmeyer, IL      |
| 32   | Central States Business Forms<br>(Parent Company: Adams Investment Company) | \$13,715,406 | Diana Adams, President        | Dewey, OK         |

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## Western States Envelope & Label



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| Rank | Company                                     | Revenue      | Principal(s)                      | City, State       |
|------|---|--------------|-----------------------------------|-------------------|
| 33   | Graphic Dimensions <sup>§</sup> (see below) | \$13,506,000 | Arthur F. Scammell, CEO/President | Austell, GA       |
| 34   | Datatel Resources Corp.                     | \$13,500,000 | Allen J. Simon, President         | Monaca, PA        |
| 35   | ID Label Inc.                               | \$13,300,000 | Neil Johnston, President          | Lake Villa, IL    |
| 36   | Pacific Data Forms Inc.                     | \$12,600,000 | Kevin Mullaney, Vice President    | Long Beach, CA    |
| 37   | Royal                                       | \$12,568,181 | Ron Urness, Sole Director         | Brooklyn Park, MN |
| 38   | Thorn Hill Printing (THP)                   | \$12,297,223 | Richard E. Busheé                 | Freedom, PA       |
| 39   | 5 Day Business Forms Mfg. Inc.              | \$12,200,000 | Les Messick, President            | Anaheim, CA       |
| 40   | Labels West Inc.                            | \$12,169,554 | John Shanley, President           | Woodinville, WA   |
| 41   | AmeriCAL Labels & Stickers Inc.             | \$12,073,348 | John C. Peterson, President       | Omaha, NE         |
| 42   | Allen-Bailey Tag & Label                    | \$12,014,602 | Eugene S. Tonucci, CEO/President  | Caledonia, NY     |
| 43   | John S. Swift Co. Inc.                      | \$12,000,000 | John S. Swift, Chairman           | Buffalo Grove, IL |
| 44   | Team Concept Printing                       | \$11,778,761 | Anthony E. Rouse, CEO/President   | Carol Stream, IL  |
| 45   | CE Printed Products Inc.                    | \$11,345,866 | Robert Ohr, President             | Carol Stream, IL  |
| 46   | AmeriPrint Corp.                            | \$10,648,528 | James R. Schulty, COO             | Harvard, IL       |
| 47   | Rose Printing Co.                           | \$10,000,000 | Charles Rosenberg, President      | Tallahassee, FL   |
| 48   | Amazing Print Tech                          | \$9,500,000  | Slava Apel, CEO                   | Toronto, Ontario  |
| 48   | Luminer Converting Group                    | \$9,500,000  | Tom Spina, President              | Lakewood, NJ      |
| 50   | Apex Color                                  | \$8,460,000  | Richard Ghelerter, President      | Jacksonville, FL  |

\*Includes sales of 360° Custom Labels, Adams McClure, Admore, Advertising Concepts, Alstyle Apparel & Activewear, Atlas Tag & Label, B&D Litho of Arizona, Block Graphics, Calibrated Forms, ColorWorx, Enfusion, Folder Express, FormSource Limited, GenForms, General Financial Supply, National Imprint, Northstar, Printegra, Printgraphics, PrintXcel, Royal Business Forms, Specialized Printed Forms, Star Award Ribbon Company, Trade Envelopes, Uncompromised Check Solutions, VersaSeal, Wisco Envelope, and Witt Printing Company. (Note, Ennis acquired National Imprint and Wisco Envelope from Cenveo Inc., and Folder Express from Wright Printing with five months remaining in the fiscal year. Sales shown reflect this acquisition during the five months.)

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

‡Includes sales of Pollari Fulfillment Center and Green Light Envelope.

§Includes sales of New Dimension Labels and LaunchPad – Marketing & Technology.

All sales information provided by suppliers directly and may represent estimates on their part.