

# TOP 100 MANUFACTURERS

Rank	Company	Sales \$(000)	Principal Officers	Employees	Locations
1	Ennis* Midlothian, Texas	584,029	Keith Walters, Chairman, President, CEO	5,500	48
2	Champion Industries Huntington, W. Va.	162,685	Marshall Reynolds, CEO	725	20
3	BCT Ft. Lauderdale, Fla.	115,000	Peter Posk, President	1,000	70
4	Western States Envelope & Label Butler, Wis.	110,000	Mark S. Lemberger, President	634	5
5	Paris Business Products Westampton, N.J.	81,300	Gerry Toscani, CEO	94	5
6	ABnote North America (Formerly Arthur Blank & Co.) Boston	80,000	Joe Caffarella, CEO	n/a	5
7	4over Glendale, Calif.	75,783	Zarik Megerdichian, CEO	450	8
8	Discount Labels – A Custom Resale Company New Albany, Ind.	75,030	Pat Evans, Vice President of Operations	500	1
9	Dynamic Print Group** Menasha, Wis.	69,000	Steve McGrath, Vice President	240	n/a
10	TST/Impreso Coppell, Texas	67,648	Marshall Sorokwasz, President, CEO	125	6
11	Wise Alpharetta, Ga.	65,000	Bill Prettyman, President, CEO	475	6
12	Printegra – A Custom Resale Company Peachtree City, Ga.	64,284	Joe Cortes, President; Bob Saunders, Senior Vice President, Sales and Marketing	493	7
13	PRINTSouth Atlanta	64,100	Rich Campbell, President	240	5
14	Gill Studios Shawnee Mission, Kan.	57,000	Mark S. Gilman, Chairman of the Board	n/a	1
15	PrintXcel – A Custom Resale Company Peachtree City, Ga.	54,900	Joe Cortes, President; Jeff Trump, Vice President of Operations	277	4
16	RiteMade Paper Converters Kansas City, Kan.	50,180	Stephen K. Schwartz, CEO	102	3

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17	Wright Enterprises Portland, Ore.	47,400	Jim Wright, CEO	283	5
18	Spiral Binding Company Totowa, N.J.	46,500	Robert Roth, President	171	5
19	Stouse New Century, Kan.	42,486	Bary Marquardt, President, Owner	329	1
20	Label Art Wilton, N.H.	41,558	Mike Vejar, Vice President of Sales	250	3
21	Diversified Labeling Solutions Itasca, Ill.	41,100	Bob Hakman, President	148	3
22	General Data Company Cincinnati	41,000	Peter M. Wenzel, President, CEO	162	1
23	Consolidated Label Co. Longwood, Fla.	39,500	Joel Carmany, President	158	1



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# TOP 100 MANUFACTURERS

Rank	Company	Sales \$(000)	Principal Officers	Employees	Locations
24	WISCO Envelope – A Custom Resale Company Tullahoma, Tenn.	38,034	Cory Blatz, General Manager; Joe Cortes, President	230	1
25	Sovereign Business Forms Houston	35,097	Benny E. Coffey, CEO	245	6
26	Creative Automation Hillside, Ill.	34,000	Pethinaidu Veluchamy, CEO	183	1
27	The Flesh Company St. Louis	32,400	Roy Flesh, CEO	n/a	4
28	Data Label Terre Haute, Ind.	30,250	George Snyder, President	136	5
29	Lancer Label – A Custom Resale Company Omaha, Neb.	26,556	Brad Tullock, Plant Manager	132	1
30	Maggio Data Forms Hauppauge, N.Y.	26,320	Robert Maggio, President	150	2

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# TOP 100 MANUFACTURERS

Rank	Company	Sales \$(000)	Principal Officers	Employees	Locations
31	Kay Toledo Tag Toledo, Ohio	25,000	Daniel J. Kay, Vice President of Sales and Marketing	275	6
32	Repacorp Tipp City, Ohio	23,000	Rick M. Heinl, President	107	4
33	Best Label Co. Cerritos, Calif.	22,000	Donald Ingle, President	130	2
34	Teraco Midland, Texas	21,800	Casey Campbell, CEO	160	2
35	Total Business Systems Madison Heights, Mich.	21,000	Robert Finnerty, President	76	3
36	Performance Companies Dallas	20,000	John White, CEO	120	1
36	The Regal Press Norwood, Mass.	20,000	William Duffey, Jr., President	160	5

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# TOP 100 MANUFACTURERS

Rank	Company	Sales \$(000)	Principal Officers	Employees	Locations
36	Royal Industries Brooklyn, N.Y.	20,000	Ari Ruden, Vice President	150	1
39	Fisher Group Hiawatha, Iowa	19,600	Martin Fisher, President, Chairman	132	1
40	Phenix Label Company Olathe, Kan.	18,000	Hans Peter, President	83	1
40	Print-O-Tape Mundelein, Ill.	18,000	Carl Walliser, President	43	1
42	Data Papers Muncy, Pa.	17,664	Jerry Wertz, President, CEO	88	1
43	TLF Graphics Rochester, N.Y.	17,300	Robert P. McJury, Vice President of Sales, Partner	106	2
44	ProDocumentSolutions Paso Robles, Calif.	17,138	George Phillips, CEO	125	2



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Rank	Company	Sales \$(000)	Principal Officers	Employees	Locations
45	MAR Graphics Valmeyer, Ill.	16,800	Rick Roever, President	n/a	n/a
46	Central States Business Forms Dewey, Okla.	16,599	Kenneth Adams, President, Owner	129	2
47	ASAP Printing Corp. Salt Lake City, Utah	16,200	Edward L. Dignam, CEO	n/a	n/a
48	Datatel Resources Corp. Monaca, Pa.	16,000	Allen J. Simon, President	52	1
48	Design Distributors Deer Park, N.Y.	16,000	Adam Avrick, President	100	1
48	InfoSeal Roanoke, Va.	16,000	Andrew Harnett, Partner, Owner; David Harnett, Partner, Owner	83	1
51	Royal Business Forms & Printing Brooklyn Park, Minn.	14,676	Ron Urness, President	75	1
52	H.C. Miller Company Green Bay, Wis.	14,500	Craig Johnson, CEO	75	1
53	Printgraphics Vandalia, Ohio	14,461	Paul Curry, President, CEO	92	2
54	Corporate Disk Company McHenry, Ill.	14,000	Bill Mahoney, President	90	3
54	New Jersey Business Forms Englewood, N.J.	14,000	Andrew Harnett, Partner, Owner; David Harnett, Partner, Owner	48	1
54	Trends Presentation Products Washington, Mo.	14,000	Daryl Lamb, General Manager	120	1
57	Sanders Manufacturing Company Nashville, Tenn.	13,000	Jimmy Sanders, President	100	1
57	Valley Forge Tape & Label Exton, Pa.	13,000	Paul W. Myers, President	52	1
59	Bradley Graphic Solutions Bensalem, Pa.	12,800	Robert J. Bradley, President	56	1
60	Phoenix Data Montgomery, Pa.	12,708	Larry Lovell, President	65	1

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Rank	Company	Sales \$(000)	Principal Officers	Employees	Locations
61	Foster Printing Service Michigan City, Ind.	12,000	Gene Toepfer, Director of Sales	82	1
61	Ussery Printing Company Irving, Texas	12,000	Fran Ussery, President	65	1
63	Stylecraft Printing Company Canton, Mich.	11,500	Richard Pesci, President	60	2
64	Victor Printing Sharon, Pa.	11,160	Terence A. Richards, Co-Owner; William G. Richards, Co-Owner	70	1
65	CE Printed Products Carol Stream, Ill.	10,750	Robert Ohr, President	75	2
66	Apex Color Jacksonville, Fla.	10,650	Richard Ghelerter, President	60	1
67	Allen-Bailey Tag & Label Caledonia, N.Y.	10,373	Richard G. Phelps, Partner, Director of Marketing	82	1
68	AccuLink Greenville, N.C.	10,236	Thomas F. O'Brien, President	68	3
69	McCourt Label Lewis Run, Pa.	10,200	David G. Ferguson, President, CEO	73	1
70	Team Concept Printing & Thermography Carol Stream, Ill.	10,196	Anthony Rouse, President, CEO	53	1
71	Graphic Dimensions Austell, Ga.	10,000	Jay Scammell, President, Owner	90	3
72	AmeriPrint Corp. Harvard, Ill.	9,976	Jim Schulty, President	47	1
73	Diversified Business Systems Haverhill, Mass.	9,600	Jeff Linehan, President	62	1
74	AmeriCAL Omaha, Neb.	9,460	John C. Peterson, President	47	1
75	Hi-Tech Printing Co. Fairfield, Ohio	9,340	Robert P. Dillingham, President	36	1
76	Business Stationery Cleveland	9,300	Steven Reiss, President	100	1

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77	Labels West Woodinville, Wash.	9,275	John Shanley, President	49	1
78	Quick Tab II Tiffin, Ohio	9,100	Charles Daughenbaugh, President, CEO	75	1
78	USA/docufinish Plainfield, Ill.	9,100	John McKillip, President, CMO	41	1
80	5 Day Business Forms Mfg. Anaheim, Calif.	9,067	Les Messick, President	53	1
81	Dupli-Systems Strongsville, Ohio	8,900	Bud Eldridge, CEO	n/a	n/a
82	Prodigital Printing Edison, N.J.	8,485	Bill Doehler, Vice President, Business Development	38	1
83	Warwick Publishing Co. St. Charles, Ill.	7,500	Jim Paschal, President	95	1



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84	Primacompanies (Primagraphics/Primadata) Green Bay, Wis.	7,300	Linda Bova, President, Primadata; Dennis Dickinson, President, Primagraphics	n/a	n/a
85	Bollin Label Systems Toledo, Ohio	7,200	Mark Bollin, CEO	38	1
86	Shawnee Systems Cincinnati	7,100	Richard Rogers, President	35	1
87	EM Print Group Elyria, Ohio	7,000	Robert T. Thompson, CEO	43	1
87	Newtown Fredericksburg, Va.	7,000	Larry Weiss, President	40	1
89	ID Label Lake Villa, Ill.	6,800	Neil Johnston, President	25	2
90	Bertek Systems Georgia, Vt.	6,700	Josh Greene, President	50	1
91	Quick Tech Graphics Springboro, Ohio	6,488	Chris Felker, President	25	1
92	Allen Company Blanchester, Ohio	6,400	Stan W.A. Dohan, MAS, Executive Vice President	46	1
93	Madison Forms McFarland, Wis.	6,235	John Shannon, President	36	1
94	Able Card Duarte, Calif.	6,000	Herman Ho, President	55	1
95	Major Business Systems Hillborough, N.C.	5,900	Jeff Russell, President	n/a	1
96	Lewis Color Statesboro, Ga.	5,850	Thomas E. Lewis, President	48	1
96	Superior Print Sellersburg, Ind.	5,850	Mark Stewart, President, CEO	45	1
98	Total Printing Systems Newton, Ill.	5,580	Richard M. Lindemann, President	47	1
99	THP – Thorn Hill Printing Freedom, Pa.	5,500	Bruce Wilson, President	45	1
100	Badger Tag & Label Corp. Random Lake, Wis.	5,436	Robert Thiel, President	30	1

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

\*\* Includes sales of Great Lakes Flocking, Neenah Printing/Menasha Packaging, Richardson Printing and Winnebago Color Press.